

# SOAP

with which is included

## Insecticide & Disinfectant Review

Published by MacNair-Dorland Company Inc., 136 Liberty Street, New York, N. Y.



### Oil Lavender Fleurs 40%

THE present market for lavender oil urges us to suggest to consumers that they cover requirements at this time. We particularly recommend pure lavender, containing 40% natural esters, now available for shipment at attractive prices.

*"Our Quality is Always  
Higher Than Our Price"*

**UNGERER & CO.**  
**NEW YORK**

# FALCON DEODORIZING PRODUCTS

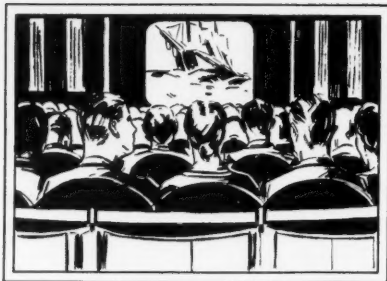
**EFFICIENT AND  
ECONOMICAL**  
*Salable!*

FALCON Deodorizing Products meet the need for an *inexpensive and convenient* method of air conditioning in Schools, Theatres, Institutions and wherever overcrowding makes it necessary. These products *really purify the air . . . !*

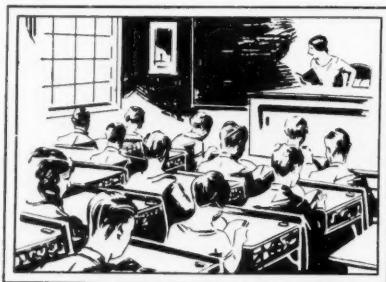
Falcon Blocs in various sizes with neat wall containers are available to suit any conditions. Falcon Crystals may be shaken about the corners of the room. Falcon Blockettes are Urinal Cakes to be placed in urinals or the flush boxes of toilets. They *evaporate slowly and maintain sanitary and wholesome conditions*. You will find these products dependable and profitable. Write for samples.

**EAGLE SOAP  
CORPORATION**

64 E. JACKSON BLVD., CHICAGO



*For Theatres*



*For Schools*



*For Auditoriums*



# SOAP

A MONTHLY MAGAZINE

*For Manufacturers of Soaps of All Kinds, Disinfectants,  
Household Insecticides, Cleaning Preparations, Polishes and Allied Products*

Published on the 15th of every month by

**MacNair-Dorland Company**  
INCORPORATED

Ira P. MacNair

136 Liberty St., New York

Grant A. Dorland

Telephone, Hitchcock 0086

**Subscription Rates**—\$3.00 per year in the United States and all other countries. Payable strictly in advance. Copies of the SOAP BLUE BOOK and CATALOG (annual buying directory published the first of each year) may be secured at \$1.00 each from the publishers.

**Advertising Rates**—Rates for display space will be sent upon request or may be secured from the current issue of Standard Rate & Data Service.

**Classified Advertising Rates**—Ten cents per word, \$2.00 per minimum insertion. Advertisements for positions wanted accepted at five cents per word, \$1.00 minimum.

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VOLUME SIX

SEPTEMBER 1930

NUMBER ONE

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# van Ameringen-

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THERE IS more to the soap business than a fancy name and a fanciful advertising agent.

Your product must *meet a demand.*

It must do a job.

It must clean.

It should also smell clean—and pleasant.

If it does, you can count on repeat business.

van Ameringen-Haebler, Inc.

*Aromatic Essentials*

315 Fourth Avenue, New York  
180 No. Wacker Drive, Chicago  
826 Clark Avenue, St. Louis  
42 Wellington Street, E., Toronto

*Factory, Elizabeth, N. J.*

---

Say you saw it in SOAP!

# Haebler, Inc.

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We can help on the odor end. Why not call into council one of our representatives experienced in soap perfuming.

So far we've never failed to come back with a helpful suggestion.

*Soap odors at \$2.50 lb.*

*Soap odors at \$3.50 lb.*

*Soap odors at \$4.00 lb.*

*and on up the scale.*

There are literally hundreds of soap specialties in our lines.

SEND FOR SAMPLES, stating how you want to use them.

TRY OUR SAMPLES in your own soap and note how our oils improve the odor.

## van Ameringen-Haebler, Inc.

### *Aromatic Essentials*

315 Fourth Avenue, New York  
180 No. Wacker Drive, Chicago  
826 Clark Avenue, St. Louis  
42 Wellington Street, E., Toronto

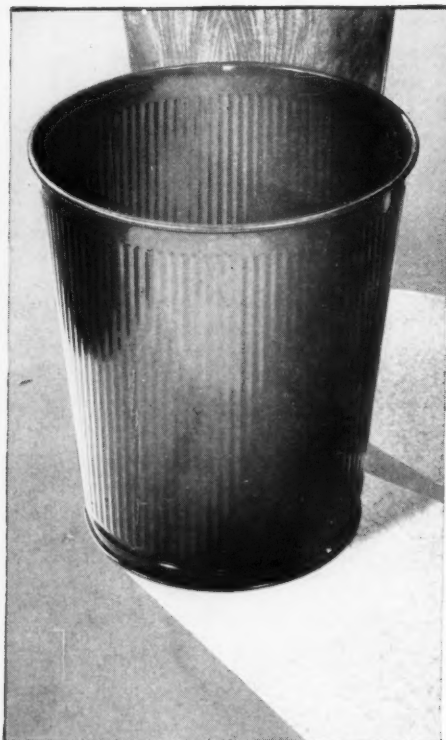
*Factory, Elizabeth, N. J.*

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Say you saw it in SOAP!



## Yours to lessen Fire Hazard —



*Illustrated here is the Canco No. 82,  $13\frac{5}{8}$  x  $10\frac{3}{16}$  x  $14\frac{1}{2}$ , furnished in green, walnut, oak or mahogany. We have available also the small size corrugated basket No. 160,  $12\frac{1}{2}$  x  $9\frac{1}{2}$  x  $11\frac{1}{4}$ , also No. 480,  $15\frac{3}{4}$  x  $12\frac{1}{2}$  x 18, a larger corrugated basket. Both of these baskets can be had in either green or white.*

A superior line of  
**METAL WASTE BASKETS**  
made by the  
**American Can Company**

Did you know that Canco builds a complete and supremely handsome line of metal waste baskets? There is a type and size for every purpose—in the office or the plant.

Fire hazard—that one reason is enough for changing to Canco baskets. Sturdily built of metal throughout they will protect your property—and last for years.

Canco baskets are furnished in rich finishes of oak, walnut and mahogany—solid white and solid green, plain or corrugated. Your office supply people carry them, or can easily get them. Worth getting the Canco kind—for beauty, economy, protection.

**AMERICAN CAN COMPANY** 

Say you saw it in SOAP!

*If you make*

**LIQUID SOAP or SHAMPOO BASE  
TOILET SOAPS, HAND or AUTO SOAPS**

**These colors will serve you  
well and save you money.**

**60  
DAYS' EXPOSURE**

**To Constant Sunlight  
on Our Roof**

has convinced all of us at the experimental Laboratory that at last *we have a color for bath salts that is fast*—in all that the word means.

Do you need a fast color for your bath salts? Get a sample now of

**PYLA-SOL**

(comes in all colors) and make your tests in these hot sunny June and July days.



**PYLAM CHLORO GREEN—S310**

a water soluble olive green nine times more economical than chlorophyl.

**PYLAM FAST OPAL**

a real fast fluorescent yellow and opal color so much desired.

**PYLAM FAST VIOLET AA**

a desirable shade that carries with it a breath of spring.

**PYLAM FAST AMBER**

highly concentrated; will not stain.

**PYLAM FAST QUININE**

with the much desired blue overtone and brown undertone.

\*All these colors are pure, fast to light, alkali and tin.

**SEND FOR FREE SAMPLES**

**PYLAM PRODUCTS COMPANY**

**MANUFACTURING CHEMISTS—IMPORTERS—EXPORTERS**

**53 PARK PLACE**

**NEW YORK, N. Y.**

Say you saw it in SOAP!



# WANT TO GAMBLE?

If you are willing to risk a two cent stamp in mailing the slip below to us—

You may be able to save hundreds of dollars a year on your costs!

Incidentally Clifton Products and above-the-average Quality go hand in hand. For the past 16 years wide-awake manufacturers and jobbers who are open to conviction have found they help them get reorders far more easily! They can do the same for you.

Just tear off—fill in and sign the slip today. Here is quite a definite opportunity for you to gain. Better not overlook it.

**CLIFTON CHEMICAL CO., INC.**  
CLIFTON BLDG., 246 FRONT STREET, NEW YORK CITY

..... tear off here. ....

CLIFTON CHEMICAL CO.,  
Clifton Bldg.,  
246 Front St., N. Y. C.

What can you do for us on items checked?

☐ Liquid Soap Base

☐ Liquid Soap 40%

☐ Olive Oil Base

☐ Liquid Soap Dispensers

☐ Pine Cleanser

☐ Liquid Floor Soap

☐ Pine Deodorant

☐ Pine Disinfectant

☐ Coal Tar Disinfectant

☐ Oil Soap

☐ Cresol Compound U.S.P.

☐ Deodorizing Cakes

☐ Deodorizing Blocks

☐ Wall Containers

☐ Theatre Spray Base

☐ Silver Polish Paste

Remarks .....

Say you saw it in SOAP!

**SODIUM  
BENZOATE**  
U. S. P.

**COUMARIN  
MONSANTO**

**METHYL  
SALICYLATE**  
U. S. P.

**SANTOCHLOR**  
(Pure Paradi-  
chlorben-  
zene)

**PHENOL**  
U. S. P.



A New  
**SODIUM  
BENZOATE**  
and  
**BENZOIC ACID**

***made by an  
improved process***

Users of Sodium Benzoate U. S. P. and Benzoic Acid U. S. P. will appreciate the superiority of these new products offered by Monsanto. They are manufactured in a new, modern plant by an improved, chlorine-free process. Stocks are carried in seventeen leading cities.

*Write for Samples and Prices*

**Monsanto Chemical Works**  
**St. Louis, U.S.A.**

10 East 40th St.  
NEW YORK

500 No. Dearborn  
CHICAGO

373 Brannan St.  
SAN FRANCISCO

Say you saw it in SOAP!

# NEW MON

*The Refreshing Odor of*  
**NEW MOWN HAY**

The NEWEST FELTON ODOR

*For*

**FLY SPRAYS**  
**THEATRE SPRAYS**  
**SOAPS**

5 lbs. ....	\$1.75
25 lbs. ....	1.50
100 lbs. or over.....	1.25

*A Sample will speak for itself.*

## FELTON CHEMICAL CO.

INCORPORATED

601 Johnson Avenue

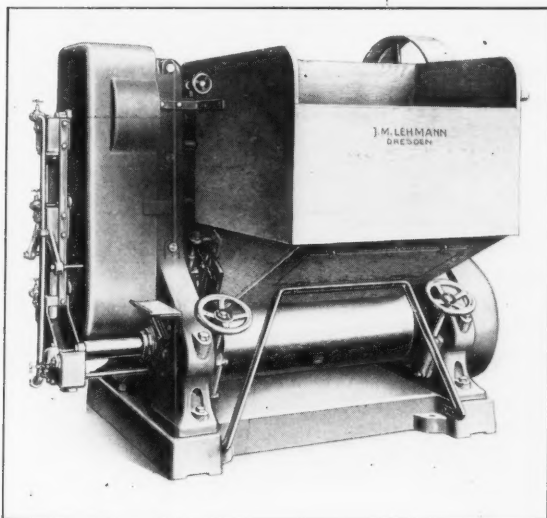
BROOKLYN, N. Y.

Say you saw it in SOAP!

# The New "LEHMANN" ROLLER BEARING TYPE

**No. 412 MWS High Production Toilet Soap Mill**  
(Patents Applied for)

**has justly been called the only  
Automatic Soap Mill in existence**



It gives the soap 2 millings and 1 mixing in one operation.

**PRODUCTION**, from 1200 to 1400 lbs. finished toilet soap per hour.

Self-aligning roller-bearings—the best in the market—for all rollers and ball bearings for the drive shaft;

Machine cut gears well protected by guards against soap dust and any foreign matter;

Rugged construction on substantial base plate;

Render it most valuable for progressive soap manufacturers who wish to reduce their production cost.

*Inquiries solicited*

## **J. M. LEHMANN COMPANY, Inc.**

**General Offices**

**248-250 West Broadway, New York City**

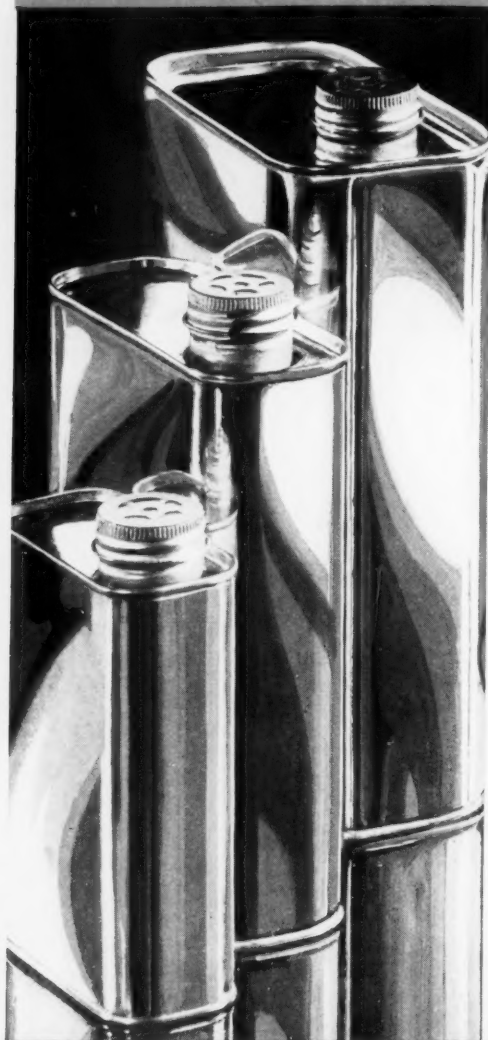
**Factory**

**Lyndhurst, N. J.**

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Say you saw it in SOAP!

# CONTAINERS...



SIZED BY SERIES...  
To Meet the  
Consumer's Exact  
Quantity Demands

... and consumers of liquid products  
often demand a specific quantity...  
otherwise they refuse to be sold.

CANS... in serial sizes solve this  
matter of preference... make sales  
easier!

Perfect samples of Can-making...  
designed for practical and display  
value... for economy of space on  
shelf and counter.

Made Plain, or with handsomely  
color-lithographed trademark  
designs and directions.

## METAL PACKAGE CORPORATION

Sales and Executive Offices: 110 E. 42<sup>nd</sup> St. New York City  
Opposite Grand Central Terminal  
Plants-New York City, Baltimore, Brooklyn.

Say you saw it in SOAP!





## THE TEST OF TIME

A real advantage to the soap manufacturer results from the use of Hercules I Wood Rosin. It is exceptionally clean, uniform, brilliant, and dependable. The color and aging properties of soaps made from it are good. It has stood the test of time.

Soap manufacturers are turning more and more to Hercules I Wood Rosin.

Hercules I Wood Rosin is sold on a net weight basis in wooden barrels or galvanized drums, or on a gross weight basis in wooden barrels.

NAVAL STORES DEPARTMENT

**HERCULES POWDER COMPANY**

INCORPORATED

961 MARKET STREET, WILMINGTON, DELAWARE

Branch Offices: Birmingham . Chicago  
Salt Lake City



New York . . . . . St. Louis  
San Francisco

Nitrocellulose . . . . . Steam-distilled Pine Oil  
Wood Rosin . . . . . Steam-distilled Wood Turpentine

Commercial Abietic Acid . . . . . Alpha Terpineol  
Cotton Linter Pulp . . . . . Ethyl Abietate

GG-15

Say you saw it in SOAP!



**Difficult...**  
**yet always**  
**accomplished in**

## **NIAGARA**

### **CAUSTIC POTASH**

**I**T is a known fact that Caustic Potash is difficult to produce in a pure state. Much more so, in fact, than is the case with Caustic Soda. Yet Niagara Caustic Potash is outstanding in excellence . . . always.

That is to be expected, for Niagara Alkali was the first in this country to manufacture this essential to soap-making. Today, Niagara is the highest grade of Potash obtainable here or abroad.

The many years of close, expert attention we have given to the development of high quality Caustic Potash . . . and Caustic Soda . . . is your assurance of satisfaction.

## **NIAGARA ALKALI COMPANY**

Associated with Electro Bleaching Gas Co.  
Pioneer Manufacturer of Liquid Chlorine

9 East 41st St., New York, N. Y.



Say you saw it in SOAP!

# DO YOUR PACKAGES Earn Display ?

?

?

**Y**OU would like to see your packages up front on the dealer's shelves and counter—"spot-lighted" in the dealer's windows! But do these packages of yours rate this profitable prominence? One thing is certain . . . Insecticides, disinfectants, cleaning fluids—all this type of woman-bought products—will gain display from the retailer when packed in glass containers with attractive labels—and protected by that nationally known closure, the ANCHOR AMERSEAL CAP. Check over an ANCHOR AMERSEAL CAP for yourself. You will find that there are no threads to gum, freeze or cement to the container. As a result, it is easily opened—a quarter turn to the left is all that is needed. And the reverse quarter turn seals the package until the contents are needed again, a week—a month—or a year later . . . A truly efficient closure.

In the factory ANCHOR AMERSEAL CAPS have earned the preference of efficiency experts. *They are applied economically and quickly by hand or machine* (three or four times as fast as other types of closures) and will not loosen in shipment no matter how rough the handling. Manufacturers of packaged goods in many fields have come to consider this trim, good-looking seal, lithographed with their own design in colors, as an advertisement of proved value in itself. Get all the facts concerning ANCHOR AMERSEAL CAPS. Mail the coupon attached and we will mail you in full detail, the economies and advantages which you may expect from this modern cap in your factory.

**Anchor Cap & Closure Corporation**  
LONG ISLAND CITY, NEW YORK • TORONTO, CANADA



19,250,000 advertisements in *The Saturday Evening Post* and *The Ladies' Home Journal* are increasing the already great demand for products packed in glass under Anchor Amerseal Caps. Seal your products with Amerseals and get your share of this business.



A quarter turn to the right applies the Anchor Amerseal. Luxs, formed to fit the contour of the glass threads, draw the cap down and effect a tight uniform contact around the complete top edge of the container finish.

MANUFACTURERS: To secure full information about Anchor Amerseal Caps fill in and mail coupon.

Send detailed advantages of using Anchor Amerseal Caps on our packages.

Name

Address

We manufacture

and put out about  packages per year. Under separate cover we are sending empty samples of our packages.

Say you saw it in SOAP!

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*Introducing a new line of*  
**WATER SOLUBLE PERFUMES**  
*for*  
**FINE THEATRE SPRAYS**

A completely new line of water soluble perfumes, especially made for use in theatre sprays, has been developed in our laboratories. These new products, which are made in wide variety of odors, may be used from two to four ounces to a gallon, depending on the strength desired in the finished spray. It is only necessary to mix them with tap water. The resulting solution will be practically clear and **will not separate**. These water soluble oils are available in three series—priced at \$1.50, \$3.00 and \$5.00 per pound. A few suggestions are given below.

**Special Offer**—We have a limited quantity of Terpinolene available. This product, at 17 cents per pound, will be found very effective in masking harsh chemical odors.

**SUGGESTIONS**

Narcisse  
Oriental  
Jasmin  
Lilac  
Rose



Etablissements  
**ALBERT**

**VERLEY**

Represented in the  
United States by

**ALBERT VERLEY, Inc.**

11 EAST AUSTIN ST.  
CHICAGO

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Say you saw it in SOAP!



**for true wintergreen odor**



# DOW METHYL SALICYLATE

USE Dow Methyl Salicylate to obtain the true characteristic odor of wintergreen. Its use in the manufacture of soaps, cosmetics, perfumes and spray materials gives added insurance of lasting, pleasant, unadulterated odor. Its remarkable purity, effectiveness, and ready workability, will prove very advantageous in your manufacturing processes. ¶ The Dow trade-mark, under which Dow Methyl Salicylate is sold, is a guarantee of quality. Try it. Let us send you samples and quote on your requirements.

**THE DOW CHEMICAL COMPANY**  
MIDLAND MICHIGAN

OTHER DOW PRODUCTS  
Paradow, Coumarin, Methyl Anthranilate, Phenol U. S. P., Carbon Tetrachloride, Caustic Soda



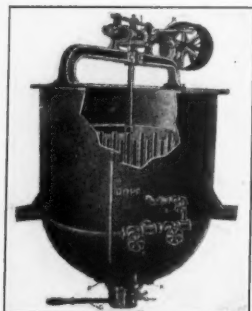
Say you saw it in SOAP!



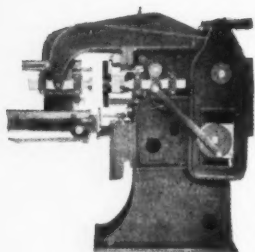
# SOAP MACHINERY

## SPECIALS!

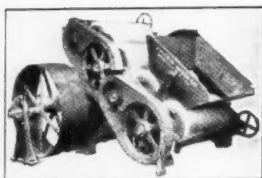
## USED



**DOPP  
CRUTCHERS**  
Sizes from 300  
pounds to 3,000  
pounds. All in  
best condition  
and guaranteed



**4 JONES AU-  
TOMATIC**  
combination  
laundry and toi-  
let soap presses.  
All complete  
and in perfect  
condition.



**H-A SOAP  
MILL**

This 4 - roll  
granite toilet  
soap mill is in  
A - 1 shape.  
Largest and  
latest size  
rolls.

Also makers of a new line of soap machinery. Get our complete list and prices on this new equipment! All used machinery is sold as absolutely guaranteed in first class working condition. Everything listed here is ready for immediate shipment.

You can see **NEWMAN** equipment in actual operation at our Chicago warehouse.

Send us a list of your surplus equipment—we buy single items or complete plants!

## Newman Tallow & Soap Machinery Co.

1051 WEST 35TH STREET

CHICAGO, ILL.

Our Forty Years of Soap Experience can help solve your Soap Problems.

**DRYERS**—Two Proctor & Schwartz Large Roll Soap Chip Dryers Complete.

Three Proctor & Schwartz Soap Chip Dryers with five Chilling Rolls.

Devine Double Drum Vacuum Dryer.

Proctor & Schwartz Bar Soap Dryers.

Condon & Huber Soap Chip Dryers.

**SOAP CRUTCHERS**—Houchin-Aiken, Dopp & Doll Steam Jacketed Crutchers, 1000 lb., 1200 lb., 1350 lb., 1500 lb., 1800 lb., 3000 lb., 6000 lb. and 10,000 lb.

**SOAP PRESSES**—Jones, Machinery Designing, & Ralston Automatic Presses for toilet and laundry soap.

Dopp, Crosby & Empire Foot Presses.

Scouring Soap Presses.

**GRINDERS & MIXERS**—Day Jacketed Marshmallow Mixers, Pony Mixers, Talcum Powder Mixers, Rouge Mixers, Ointment Mill, etc.

Schultz O'Neill Mills.

**SOAP CUTTING TABLES** — Houchin-Aiken Steel Automatic Table with self-spreader and extra headers.

Wooden Tables with and without self-spreader attachments.

**SOAP SLABBERS** — Houchin-Aiken, Curtis-Davis, Dopp & Newman's Hand and Power Slabbers.

**TOILET SOAP MILLS**—2, 3, 4, 5 and 6-roll Granite Soap Mills.

Houchin-Aiken 4 and 5 roll Steel Mills.

Buhler 3, 4, 5, roll Steel Mills.

**PLODDERS** — Houchin-Aiken, Rutschman & Allbright-Nell 6", 8" and 10" Plodders.

**SOAP POWDER MACHINERY**—Blanchard No. 10-A and No. 14 Soap Powder Mills.

Broughton Soap Powder Mixers.

Wms. Patent Crusher & Pulverizer.

Sedberry Crusher, Grinder & Pulverizer.

A-N 5x7 Crystallizing Rolls.

**FILTER PRESSES**—Sperry, Perrin & Shriver

Cast Iron Filter Presses 12", 18", 24", 30" and 36".

International and Monopod Filters.

**VARIOUS OTHER ITEMS**—Wm. Garrigue Gly-

cerine Evaporators.

Steel Soap Frames, 600 lb., 1000 lb., 1200 lb.,

1500 lb., and 1800 lb. cap.

Automatic Soap Wrapping Machines.

Steel, Copper and Aluminum Kettles.

Soap Remelters, Tube Fillers.

Filling and Weighing Machines.

Pneumatic Scale Corp. Can Filling Machine

for cleansers etc.

Brass Soap Dies for foot and aut. Presses.

Soap Chippers, Scales, Motors, Amalgamators.

Soap Racks, Bottle Filling and Capping Ma-

chines, Talcum Can Crimpers, etc.

# BORONIA

## for Soap

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A New Contribution of Real Distinction  
Flowery and Lasting

Samples and further information on request

---

### WANGLER-BUDD CO., Inc.

205 West 14th St.  
NEW YORK CITY

Telephones: Watkins 5615-6-7

CINCINNATI  
J. A. Bauer  
224½ East 4th St.  
Tel. Main 7712

CHICAGO  
John H. Beach  
556 West Congress St.  
Tel. Harrison 7441

ST. PAUL  
O'Brien & Bushnell  
2694 University Ave.  
Tel. Midway 4007

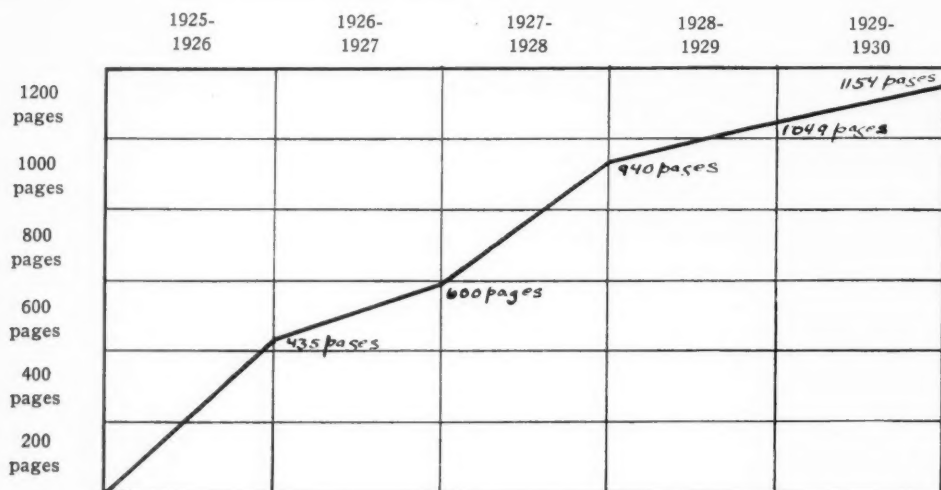
SAN FRANCISCO  
Marshall Dill  
510 Montgomery St.  
San Francisco, Cal.

LOS ANGELES  
Marshall Dill  
1904 Atlantic St.  
Los Angeles, Cal.

Say you saw it in SOAP!

# FIVE YEARS of Advertising Growth

This chart shows the total number of advertising pages in each of the five yearly volumes of *Soap*. Advertising growth is perhaps the best guide in the selection of proper advertising mediums.



SOAP, with which the *Insecticide & Disinfectant Review* is combined as a regular monthly section, covers manufacturers of soaps of all kinds, disinfectants, household insecticides, cleansers, polishes and related sanitary products. It circulates in North and South America. These well known companies find *Soap* a worth-while advertising medium. Their first announcements appeared in the first issue, published in September, 1925. They are using the magazine today—after five years. The space used by them during this period has averaged over fifty per cent increase.

Company	Space Used Sept., 1925	Space Used Aug., 1930
Alsop Engineering Company	1/2 page	1 page
Baird & McGuire, Inc.	1 page	2 pages
Antoine Chris Company	1 page	1 page
Consolidated Products Company	1/4 page	1/2 page
P. R. Dreyer, Inc.	1/2 page	2 1/2 pages
Fritzsche Brothers, Inc.	1 page	1 page
Felton Chemical Company	1/2 page	2 pages
Givaudan-Delawanna, Inc.	1 page	2 pages
Imperial Export Company	1 page	1/2 page
Mathieson Alkali Works	1 page	1 page
Monsanto Chemical Works	1/2 page	1 page

Company	Space Used Sept., 1925	Space Used Aug., 1930
Newman Tallow & Soap Mch. Co.	1/2 page	1 page
Parsons & Petit	1/2 page	1/2 page
Philadelphia Quartz Company	1/4 page	1/2 page
Newport Chemical Works	1 page	1 page
Rohm & Haas	1/4 page	1/2 page
Solvay Process Co.	1 page	1 page
Ungerer & Company	2 pages	3 pages
Van Ameringen-Haebler, Inc.	4 pages	4 pages
Wangler-Budd Company	1/2 page	1 page
Welch, Holme & Clark Company	1/4 page	1 page

TOTAL PAGES ..... 18 pages 28 pages

# BUCKEYE

## CONCENTRATED LIQUID SYRUP SOAP



*The Ideal Base for  
Making Liquid Soaps of any Desired Value.*

**B**UCKEYE Concentrated Liquid Syrup Soaps are produced for those who want to buy a liquid in its heaviest form—40% anhydrous soap value—which can be diluted with distilled water to produce liquids of any anhydrous soap content desired.

These products are made from the purest grade of cocoanut oils, imported potash and distilled water. They are filtered at a low temperature, and will retain their clearness after dilution with soft or distilled water in any percentage.

Formulae for producing liquid soap of various anhydrous soap

contents will be furnished on request.

These products are regularly furnished in either the plain or pearl color—but we can furnish them in any color that you may specify.

The Buckeye Concentrated Liquid Syrup Soaps are produced under the same laboratory control exercised over all of our products, which include Liquid Shampoo, Shampoo Base Soaps, Shampoo Pastes, Liquid Toilet Soaps, Toilet Base Soaps, Surgical Green Soaps, Oil Soaps, and Extra Hard Green Soaps.

Copyright, 1930, by The Davies-Young Soap Co.

**THE DAVIES-YOUNG SOAP COMPANY**  
**DAYTON - OHIO**

Say, you saw it in SOAP!

# Soapmakers Oils




OUR ability to supply you with the finest quality soap perfumery oils is not a matter of conjecture.

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NEW YORK

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Say you saw it in SOAP!



SEPTEMBER

1930

# SOAP

The Editor's Page

Volume Six

Number One

## Essential Oil Prices

A STUDY of essential oil prices reveals the unusually low levels to which this commodity group as a whole has fallen. Elsewhere in this issue is an analysis of the present market, showing the oils, and especially the soap oils, about eighteen per cent under last year's prices and almost forty per cent under pre-war levels. Most everybody in the trade has been aware that essential oils were very low, but the effect is actually startling when the price figures are studied. And in spite of the low prices, reports indicate that the buying for accumulation by consumers during recent months has been extremely limited. In fact, this has probably been an important factor in the continued weakness of the market. Producers and importers have certainly had one of the worst years in recent history. The market has dropped steadily, bringing selling prices repeatedly below costs for most oils. As yet, buyers are awaiting a definite cessation of the downward trend, which, in fact, seems close at hand. A steadier market for a month or so would undoubtedly encourage consumer accumulation, as present prices are unquestionably the most attractive in years.

## Radiator Glycerine

ACCORDING to the Glycerine Producers' Association, some million and a half American automobiles were serviced with radiator glycerine last winter, and they look for a material expansion this year. Calculating on a basis of approximately two gallons per car, there were some thirty million pounds of radiator glycerine used. This is equivalent to about twenty million pounds of pure glycerine. As an additional outlet for glycerine in the present production situation, this quantity used in automobiles is certainly not to be sneezed at. If the business is even duplicated this year, without any expansion, the educational work which has been conducted, has apparently been very much worth while.

A material expansion in automobile usage this winter, we are inclined to believe, is likely

to be more hope than fact. The initial cost of servicing the average car with glycerine is perhaps six or eight dollars retail. The tendency everywhere right now is to reduce just this type of expenditure, to substitute if possible a cheaper product. And in this connection, the cheaper product which looms up is none other than alcohol, which will sell this winter for anti-freeze use at lower prices than it has sold for years. Marketers of radiator glycerine must look this fact square in the face. There is no use hiding the issue that price is going to be the biggest thing which glycerine will have to fight. Frankly, we feel that if glycerine holds its own this year in the face of adverse conditions, it will be doing exceedingly well.

## Up To The Buyer

A SELLER of adulterated goods profits chiefly because of ignorance of the buyer. In the great majority of cases, where buying is backed by knowledge and skill, the chances of selling off-grade products are minimized. Liquid soap is distinctly in the class of goods where ignorant buying makes fakery and adulteration possible. The very fact that the majority of consumers are not in a position to determine the soap content of the liquids which they buy, is in itself the chief obstacle to ridding this business of crooked practices. Large consumers and dealers who test all the liquid soaps which they buy usually get what they pay for in anhydrous soap content. The only answer for the buyer who is not in a position to test his purchases, is to give more thought to the reputation of the house from which he buys than to the price which he pays.

The number of cases which we have had called to our attention of liquid soaps containing less total soap than represented, is large. If one were to judge the situation solely by the tales which are passed about in the trade, the conclusion would be that more sub-standard liquid soaps are sold than those which come up to specifications. We have heard the story no end of times of manufacturers losing a customer to a lower-priced competitor and of

*Insecticide and Disinfectant Review Begins on Page 91*

checking the lower priced goods after some time has elapsed to discover them varying degrees below the soap content as represented.

To urge a crooked individual to be straight when he can usually make more money being crooked, is ordinarily futile. Those makers who cheat in their soap content, and do it deliberately, will in all likelihood continue to do it until they are forced to call a halt, and the only ones who can really put up the stop signal are the buyers of their goods. Distributors and consumers can go a long way to reduce the cheating and they are the only ones who can do it effectively. Competitors are always only too glad to check up on each other for a buyer, and as a further check, the cost of occasional outside routine laboratory analyses is not great. An anhydrous soap determination is the surest way to tell if that low price is real or fictitious.

As long as there is one unscrupulous seller of liquid soap in the business, buying caution is only plain common sense. The buyer who will not be cheated, cannot be cheated if he will take the necessary steps to avoid it. Subterfuges and fakery can exist only where buying is careless or ignorant. And liquid soap buying is no exception.

### Five Years

WITH this issue, *Soap* begins its sixth year of publication, having just rounded out the first five years. During the period, the publication has more than doubled its size. Circulation has increased over one hundred per cent. Advertising carried has grown about three hundred per cent. We feel that this unusual growth is a direct reflection of service to and approval by the industrial groups throughout which the publication is read. We do know that its circulation has spread to all parts of the world and we like to feel that this is a gauge of the expansion of its influence.

As the publication has grown, we have studiously tried to avoid flying off on the wrong tangent. We have tried to be honest and fair in the things which we have published, and have avoided carefully those with an ax to grind. We have steadfastly refused to lick boots and print inane puffs in exchange for advertising contracts. We have tried to be, above all, independent, and to serve, as we have seen them, the best interests of the industry as a whole.

Without our readers and much expert counsel from the industries, our job would have been a useless one. We want to feel close to our readers and we want their views. If you feel at any time that we are wrong, tell us. If

you feel that we are neglecting things which should have the light of public discussion, tell us. We want and need your advice. And with it, we hope to maintain, for many years to come, the policies which we have established during the past five years.

### Glycerine Output Declines Slightly

During the first half of this year 132,137,916 pounds of glycerine of all kinds were produced in the United States. This was a slight drop from the total of 132,450,466 pounds for the corresponding period of 1929. Production of the three types during the first half of 1930 as compared with the same period of 1929 follows:

	Pounds	
	1929	1930
Crude, 80% basis.....	69,822,055	71,785,580
Dynamite .....	29,496,809	23,722,533
Chemically pure .....	33,131,602	36,629,803
Total .....	132,450,466	132,137,916

### Opportunities for Export

The following opportunities for export of American soaps and allied products have come to the Bureau of Foreign and Domestic Commerce, Washington, D. C. American manufacturers can secure the full details of the inquiries by communicating with the Bureau, care of the Department of Commerce. Be sure to mention the number of the Foreign Trade Opportunity in writing.

46,958	Toilet preparations.....	Germany .....	Agency
46,966	Toilet preparations.....	Austria .....	Agency
47,006	Toilet and shaving preparations.....	Brazil .....	Agency
47,013	Toilet preparations.....	Argentina .....	Agency or purchase
47,119	Toilet preparations.....	Argentina .....	Agency or purchase
47,124	Toilet soaps and dental creams .....	Egypt .....	Agency
47,179	Dental powder .....	Portugal .....	Agency
47,226	Toilet preparations.....	Germany .....	Agency
47,290	Shaving cream and toilet preparations.....	Germany .....	Agency or purchase
47,326	Insecticides and disinfectants .....	Canada .....	Agency
47,343	Household insecticides .....	Canada .....	Agency
47,375	Toilet preparations.....	Porto Rico.....	Agency
47,387	Dentifrices and toilet preparations .....	Colombia .....	Sole agency

Approval has been given by the Norwegian government to the proposed merger of De Nordiske Fabrikker A/S (De-No-Fa), Fredrikstad, (hydrogenated oil), and the Lilleborg Fabrikker A/S, Oslo (soap), in spite of the fact that the semi-official "Trust Kontrollraadet" advised against it. This means that the Unilever concern will have practical control of the margarine and soap industry in Norway, together with the usual provisions, including Norwegian management, Norwegian workers, Norwegian deliveries, etc., and that the companies bind themselves to maintain their production and export in that country.

# How Cheap Are ESSENTIAL OILS?

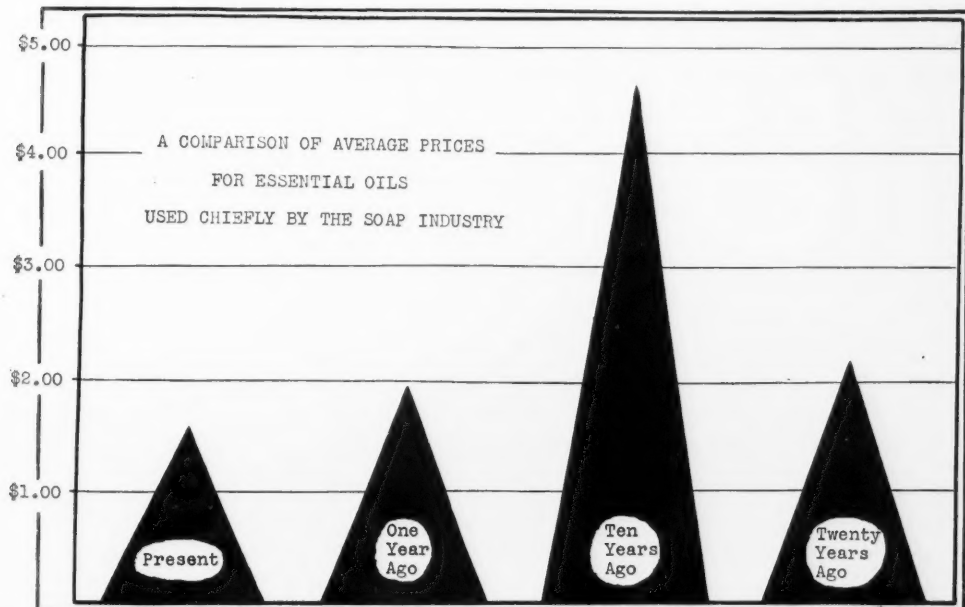


BASED on what has gone before, and on the opinions of importers and producers of essential oils whose experience dates back during the past two or three decades, the present market is one which is not likely to be seen again for many a year. A study of markets and prices over the back years only emphasizes the low levels to which

essential oils as a whole have declined. General quotations for essential oils as a group are just about twenty-five per cent below the figures which were in effect back in 1910, twenty years ago. During the past year alone, the average of prices for the important soap oils has dropped off about 18.5 per cent. With a few exceptions, the price trend for all the oils has been steadily downward. Commitments have been made by both importers and consumers all the way down in the belief that bottom had been reached. Covering for re-

quirements throughout most of the year to date has been proved wrong, because of the continued decline, in spite of twenty years experience to the contrary. Each successive drop only made prices at the moment look that much more attractive.

When essential oil prices are placed side by side with the figures for other commodities, the drop for the past year is just about in keeping with the general decline in prices. Figures for steel and iron are down about ten per cent from a year ago. Wheat is off some thirty-five per cent and cotton about forty per cent in a year. Fisher's commodity index shows a drop for the same period from 96.3 to 82.8, a loss of about fifteen per cent. In the case of essential oils, however, there is one very marked difference. While most commodities declined from what were comparatively high prices a year ago, essential oils declined from levels which were at that time considerably below normal. In fact, the average prices of essential oils a



year ago were some seven or eight per cent below the normal pre-war levels, and from these levels, the decline of over eighteen per cent from September of last year has taken place. Most commodities, in spite of the drop this year, still stand above normal pre-war prices. Essential oils are twenty-five per cent under their pre-war figures. When these facts are appreciated, the true position of the essential oil market today stands out rather clearly.

Production costs in the various essential oil producing regions are little if any cheaper than last year on the whole, and they are unquestionably higher than those of 1910, 1911 and 1912. Prices paid for flowers, wages to workers in the flower fields and in the plants, cost of fuel, new equipment, packaging, shipment, and practically all other phases of costs are higher. This brings out what appear to be two rather self evident facts: first, that most of the oils are being laid down at American ports below actual cost of production owing to the series of circumstances which have influenced world commerce during the past year; second, that where production is in any way controlled abroad, the low prices are likely to bring a reduction in output this year and next as is the usual reaction to excessive price declines.

THE chief explanation of the present low levels of essential oil prices is found in the generally depressed condition of business which has prevailed since the collapse of the securities markets late last year. With the future state of demand uncertain, buyers held off making commitments of any size as long as possible, and when finally forced to replenish stocks, resorted to hand to mouth buying in an attempt to forestall major purchases until it appeared that the bottom of the price curve had been reached. Faced with this curtailment of purchases, sellers were forced into severe competition for the limited current business obtainable, and constantly had to shade prices to interest buyers. Every decline brought the prospect of another one, and buyers were wary of entering the market when it seemed that their purchases would depreciate in value even before delivery. Quotations now at very low levels, can apparently be elevated only by the development of shortages in supply or the re-entry of substantial purchasing power into the market.

In only one oil does there seem to be a sufficient lack of stocks to keep quotations high. This situation is found in the market for anise which has been very short in this market due to the difficulty in securing deliveries from China. The shortage was first noted more than a year ago when quotations of 56c. to 58c. lb. were current. Early in January of this year

### Comparative Essential Oil Prices

	Present	Year Ago	1920	1910
Anise, U. S. P. ....	.95	.68	1.30	1.20
Bergamot .....	2.50	3.75	6.25	3.90
Bois de Rose, S. A. ..	1.15	1.50	11.00	4.25
Cassia, U. S. P. ....	1.20	1.55	1.75*	.85*
Citronella, Java .....	.60	.68	1.10	.50
Geranium, Bourbon .....	4.00	5.00	8.00	3.50
Lavender Flowers ...	2.50	3.00	9.50	3.00
Lavender Spike .....	.85	.90	2.50	.85
Petit Grain, S. A. ....	1.65	1.90	4.75	2.40
Rosemary, U. S. P. ..	.40	.45	1.10	.58
Average .....	1.58	1.94	4.72	2.10

\*Technical.

an almost complete lack of stocks sent the price as high as \$1.10. The situation was relieved somewhat by the receipt of Indo-China oil, and quotations declined to 85c. lb. in June. Renewed political disturbances in China and lack of additional offers from Indo-China have again sent prices up to 95c. lb. at the present writing. With this single exception, the rest of the essential oil list has been in a weak position.

Over-production of bergamot and lemon oils coupled with the entry into the trade of substantial quantities of oil, flooded the market for these products and sent the price of bergamot oil down to \$2.50 lb., the lowest level which has been reached in a number of years. Considerable quantities of bergamot oil have been withheld from the market by the Italian combine over the past few years in an attempt to keep the price up, and it was the release of this excess oil at a time when the trade was in no position to absorb it that broke the market. There was also a report of adulteration being responsible for the extremely low prices quoted, and the Italian government is still considering steps toward control of the industry and supervision of the quality of exports.

AT the present time, another large crop of lavender oil is being awaited. It is difficult to quote comparative prices because of the large number of grades and qualities of this oil, but several houses, at least, have reduced quotations from 25c. to 50c. lb. on lavender generally since the first of the year. A good crop of peppermint oil is also expected which added to the large carryover from last year will insure ample supplies of this product to satisfy the market in its present depressed condition. The oncoming of the new crop has reduced prices on spot material to \$1.60 lb., while new crop deliveries are being offered at \$1.55 which is somewhat under the price brought by last year's crop. Oil cassia is also being offered at an extremely low price

without attracting any considerable buying interest. Present prices of \$1.25 to \$1.35 lb. for U. S. P. have been bettered in recent years only during 1920 and 1921 when U. S. P. oil declined to \$1.00 lb. during the post-war deflation. Good stocks and lack of demand are almost altogether responsible for the decline.

The situation on oil citronella and oil geranium is a little more difficult to follow closely, since recent cables have reported varied fluctuations in price rather than definite movement in one direction or another. Since the first of the year, however, there has been a substantial decline in the price of Java citronella oil, which was priced at about 65c. lb. then as compared to 55c. lb. now. Geranium has been fairly steady all year, but recently an advance of 25c. lb. has been reported, bringing quotations up to \$4.25 at the present time. There has as yet been no estimate of the geranium crop which will start to come in early in October. The price of sandalwood oil has declined from the high levels prevailing a year ago, and now stands at \$8.00 to \$8.25 lb. Sufficient stocks are available now so that the present light demand can easily be accommodated.

In the cases of rosemary, petit grain, bois de rose, and a few other oils which find their way into the soap industry, exceptionally low prices have been ruling for some time. Lots of oils are kicking around the market at what appear to be bargain prices. Bois de rose, for example, of high quality is being offered from \$1.10, \$1.20 and up in New York. The average price of this oil over a period of years has run from \$1.75 to \$2.00 per pound. Refined rosemary is available at 40c. on spot which is usually a fair price for the technical grade. South American petit grain at \$1.60, \$1.65 and \$1.70, or thereabouts, looks very cheap when a normal market might be considered around \$2.25 to \$2.50 lb. Then, on the other hand, when the depressed price of Bourbon geranium of a few years ago, when plenty of oil sold in quantity at \$2.00 and \$2.25 following a large excess of production in the Reunion Islands, the present figure of \$4.00 or \$4.25 for a high quality oil does not look so cheap by comparison.

Soap makers and others who look to their perfuming requirements over long periods, that is, who anticipate a year and two years ahead, have what is apparently an opportunity for advantageous buying in the present market. Dollar for dollar and pound for pound of oils bought at present levels, the chances are that buyers will not have the same values available again over the next two years and that even should the market for the next month or two

show a further decline, which is of course problematical, commitments made now are almost bound to show a marked saving in costs before the goods are consumed.

American fancy and perfumed toilet soap account for approximately one-fifth of the United States total sales of toilet preparations in the Latin American area, according to *Commerce Reports*. All Central American countries, with the exception of British Honduras, purchase over \$10,000 worth annually. Panama is the best market in this group, averaging \$70,000 worth of purchases annually, followed by Nicaragua with \$23,000. No single class of manufactured toilet preparation has greater popularity abroad than American dentifrices. Among the best Latin American markets are Panama, which averages \$40,000 worth annually; Cuba, \$125,000; Argentina, \$100,000; and Brazil \$100,000. Other excellent markets are Colombia, Peru, Uruguay, and Venezuela.

Perfumed soap forms the largest item in El Salvador's soap imports since there is no local competition as in the case of laundry soaps. Germany holds nearly 50 per cent of El Salvador's total imports of toilet and fancy soaps, America's share being only 16 per cent. Perfumes and cosmetics are sold throughout the Republic and America's percentage is approximately 13 per cent, France leading the trade. The United States finds it difficult to compete since products from France pay a duty of \$0.36 a kilo, gross weight, including surtaxes, and commodities from America pay from \$0.68 to \$1.00 a kilo. Notwithstanding, exports of fancy soaps, perfumes, and other toilet preparations from the United States to El Salvador during the past three years were valued at \$29,000, \$43,000, and \$35,000.

Fatty acids containing neutral fats are saponified by a continuous process in which the calculated amount of alkali carbonate to combine with the free fatty acids is mixed with the fatty material and passed through a heating device to complete the saponification; finally caustic soda is added to convert the glycerides. Fr. Pat. No. 678,363.

"Distillate olein" in a tinned can turned a dark brown color on exposure to air, because of dissolved iron; unexposed oleic acid of the same grade from freshly opened cans retained its original color. *Seifenseider-Ztg.* 57, 205 (1030).



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AVOLA, Italy  
BOUFARIK, Algeria  
SOUSSE, Tunis  
ANTALAH, Madagascar  
SAINT-DENIS, Bourbon Is.

BAMBAO, Camores Is.  
SURABAYA, E. I.  
LANGSON, Tonkin  
CHUNG-KING, China  
TATSIENTU, China  
CAYENNE, Fr. Guiana

Les HESPERIDEES, Reggio, Italy

MESSINA, Sicily

Say you saw it in SOAP!



# LIQUID SOAPS— Past and Present

By A. J. REDPAR



DEVELOPMENT in liquid soap manufacture and use has been unusually broad since the end of the war. The greatest expansion in consumption has come during the past ten years and has paralleled betterment in manufacturing methods and improved quality. Better methods have been available

to manufacturers and better soaps have been available from those manufacturers who have gone to the trouble and expense to produce them.

Liquid Soap is truly a Twentieth Century product of the soap maker's art, although in Watts' *Art of Soap Making*, the fifth revised edition, Scharr's complicated formula is published. Again we find this liquid soap formula in Vol. II, of *Modern Soap and Detergent Industry* by Geoffry Martin. The writer has made liquid soap by this formula and has found it far from satisfactory both in appearance and for use in the lavatory. In the *Soap Manual* by E. G. Thomssen published in 1922, we find one and a half pages devoted to liquid soap methods up to date at that time. At that time, the U. S. Specification for liquid soap called for twenty per cent anhydrous soap; free alkali as KOH not to exceed 0.05; carbonate of potash 0.03; chloride of potash 0.03; no sugar or sulfates allowed, and glycerine five per cent.

The general use of liquid soap dates from 1900 and several patents for liquid soap dispensers were allowed about that time. Liquid soaps gained in favor and were in use in hotels, department stores, railway cars and in fact wherever there were public lavatories. They were considered economical and certainly no more sanitary method of laving the hands could be found. When the War began, trouble came to the makers of liquid soaps. Potash soared in cost from four cents per pound to more than a dollar per pound. Thus the alkali base for this class of soaps was practically eliminated. Many soaps were made using different forms of soda lyes, and alcohol and sugar. Only the soaps with a low anhydrous soap content would

pass through the dispensers. Considerable of this class of soaps were marketed, but it was not an easy thing to make them near enough neutral that the public would continue to use them, for both the alcohol and sugar in the soap would dry and chap the skin. The use of liquid soap soon became a thing of the past, most of the liquid soap dispensers were junked, and toilet cake soaps came back for general lavatory use.

It was quite a time after the war before liquid soaps became popular again. Dispensers had to be supplied and consumers were doubtful if it would wash without chapping and drying the skin. Buyers were cynical and in most cases, the seller was obliged to furnish dispensers free and give guarantees with long credits. However, the profit was at that time better than on toilet cake soaps and this was an incentive to the manufacturer to push liquid soaps.

There have always been many real difficulties in the making of liquid soap and some of these have never been easy to overcome. There are also difficulties that the honest manufacturer has met and continues to meet in the marketing of this class of soaps that should not be. We made and sold liquid soaps and met some bad cases. An example is not out of place here. We persuaded a large cigar factory to change from cake soap to liquid soap, selling them a 20 per cent anhydrous that proved satisfactory and economical. There was about a 20 per cent profit in it and the company used about two barrels per month. A competing firm cut the price ten cents a gallon and we lost the customer. We tested the competitor's first delivery. It was 20 per cent anhydrous and equally as neutral as our soap. Six months later, we tested a sample of our competitor's last delivery and found only 11 per cent anhydrous soap. We offered the 11 per cent grade at a lower price. The buyer, going over the cost of soap for some months, found the bills were more than when we furnished the original 20 per cent soap and again ordered of us liquid soap 20 per cent anhydrous. It is safe to say this is not an unusual case.

WE have found by long experience in making liquid soap several basic truths which are as sound today as twenty years ago. The greatest enemy in perfect liquid soap is the development of rancidity before the consumer is ready to use the soap. To prevent rancidity, the oils used must be neutral, entirely free from fatty acids and moisture, and should be kept in clean iron drums until ready for use to prevent any possible chance of attack by oxygen or the enzymes that cause rancidity. Water free of mineral salts should always be used in dissolving the alkali, as well as in the making of the soaps as it is impossible to make and have these soaps clear and use water that is not distilled or is not "zero" water. Most waters contain lime and magnesia carbonates which form insoluble soaps, and which to some extent, will pass through the filter forming a sediment or clouding the soap when bottled or stored in drums.

Potash paste soaps, sixty to sixty-five per cent anhydrous, are sold to consumers of liquid soap to which is added water to dissolve the paste into liquid consistency to suit the dispenser. We believe this to be bad practice as a general thing because the water used in reducing the paste to liquid is seldom free from mineral salts. Again, the water not having been boiled, may contain bacteria which will develop rancidity quickly in the run soap.

The oils now in use generally for making liquid soaps are coconut, olive, peanut, corn, cottonseed and linseed. Coconut and olive oils are used more than the other oils and are generally called for by soap consumers. A great deal of liquid soap is made from all coconut oil, but it is generally conceded that a percentage of olive oil with coconut oil makes a more emollient soap, especially when the soap is also used for shampoos and in beauty parlors.

A FORMULA which was in use for some years by the writer and always produced a good quality liquid soap, although some of its features are not altogether in accord with modern practice as carried on in some soap plants, is as follows: 108 lbs. edible coconut oil, 12 lbs. olive oil, 60 lbs. caustic potash lye at 14 deg. Be., 30 lbs. caustic potash lye at 28 deg. Be., 40 lbs. C. P. glycerine, 600 lbs. water distilled or free from mineral salts. The sixty pounds of caustic potash lye were prepared in advance at 14 deg. Be., also thirty pounds of the 28 deg. lye and 600 pounds of pure water. The method we used was to run into the jacketed kettle, the coconut oil and olive oil. Turn the steam into the jacket and warm the oils to about 120° F., and add 30 pounds of the 14° lye, allowing the mass to

boil slowly. As soon as an emulsion shows a milky appearance, a sample taken on a trowel has no alkaline taste, add the rest of the 14° solution as rapidly as the mass will take up or neutralize the alkali. Care was always taken that the mass boiled very slowly. If the steam is on and the mass is liable to boil over, shut the steam and add enough water to stop boiling over. Add the 30 pounds of 28° lye and when all the lye is in, the mass shows quite clear. It is saponified and the balance of the 600 pounds of water should be added during slow boiling. A paddle or shovel can be used to prevent the soap boiling over.

When all the water was in, the soap was allowed to boil for a half hour and about three per cent of water added to allow for evaporation during the last boiling of the soap. The soap was now finished and should be allowed to stand overnight to cool and settle. A slight scum appears on the top which must be taken off and can be used on a new batch with the oil. When the soap was thoroughly cold, we mixed in the 40 lbs. of glycerine, mixing thoroughly.

We took out a sample of the soap and weighed 5 grams with 20 grams of distilled water in a beaker. This was mixed well and into the beaker were put five drops of phenolphthalein indicator (1 per cent in 98 per cent alcohol). If the soap in the beaker turned a deep red, the soap was too alkaline. If the soap showed only a slight pink, the soap was only slightly alkaline which would probably disappear in a few days. When the soap was too alkaline, we prepared a small quantity of hydrochloric acid at 12 degrees Baume and added it in very small quantities during constant mixing until a sample of the batch in a beaker showed only slightly pink. When the soap was thoroughly cold, it was filtered through a filter press, run into storage tanks and let settle for ten days. It is well to have storage tanks equipped with a swing pipe inside so the soap can be drawn from the top. In the bottom of the tank, a sediment always precipitated caused from carbonates, lime magnesia and iron soaps, and other impurities which pass through the filters. Colors and perfume were added and mixed to the aged soap just before it was drawn off and packed in drums or bottled. Do not use oak barrels to ship or store liquid soap as the wood will discolor the soap. If shipped in barrels, use soft wood similar to those used in packing glucose, etc. Clean steel drums make the best shipping container, preferably new drums.

In practical filtering operations, experience shows that better results are obtained if the soap is run through the press while cold, preferably at about 35 or 40 degrees F. By

chilling the liquid down, many of the solids present settle out at the lower temperature where at ordinary plant temperature, they are in solution and pass through the press to cloud the soap later. Even with filtering at the low temperature, it is best to age the soap in vertical tanks and permit slow settling. In this way a clear soap which will stay clear is assured.

Of course, there are numerous variations of formulas for liquid soaps for all sorts of purposes and giving all sorts of qualities. Probably no two liquid soap makers are using the same formula. There are those who make the soap in higher concentration and dilute it later to 15 or 20 per cent as wanted. In the formula mentioned here, when a fifteen per cent soap was wanted, the matter of dilution was simple. The precaution of using either distilled or water free from mineral salts and organic matter was and is, however, very essential.

There are those who will criticize the addition of glycerine and state that it is forbidden in present Specification No. 27. This is true and if desired, the glycerine could have been omitted as an essential part of the soap. It just so happens that this particular formula, which has been in use for some years, and calls for glycerine, gave a particularly nice liquid toilet soap, a soap which is not difficult to manufacture. Then, there is the question that the present Government specification calls for a concentrated soap of "34 per cent anhydrous potash soap" and a dilute soap ready for use in dispensers of ". . . total anhydrous soap, calculated as potash soap . . . not less than 15 per cent." This is also merely a matter of water content. The fact remains that in the ratios given, the saponification was readily and easily carried out. The question of neutralization of excess alkali with hydrochloric acid is subject to question today in view of increasing the potash chloride content of the soap. The use of suitable fatty acid or glyceride is the substitute thought in this connection.

In the last analysis, times change and methods of making liquid soaps change. What was satisfactory ten years ago, will not do today. What is suitable today, will in all probability not pass ten years from now. The time is coming perhaps when glycerides saponified with potash caustic will be completely supplanted by organic combinations with fatty acids, glycerides, or hydrocarbons which will have none of the drawbacks which are possessed by present-day coconut oil liquid toilet soaps.

## Cuban Toiletries Market

Owing to the severe economic depression from which Cuba has been suffering for the past five years, Cuba's purchases of American toiletries have declined from a value of \$648,000 in 1927 to \$231,000 in 1929. Perfumes and beauty preparations, in general, are in popular demand in Cuba, once their quality and good results have been established. Cuba is a country whose people are generously given to bathing and to the use of soaps and toilet preparations as aids to personal hygiene, regardless of their economic condition. Formerly, toilet goods of Cuban manufacture were limited to some few types of soaps, bay rum, and toilet waters of inferior quality. However, the recent tariff revision, designed to encourage national industry, has greatly stimulated the domestic soap and perfume industry, and today subsidiaries of several prominent American and French manufacturers are operating in Cuba. The domestic soap and talcum industry is dominated by a prominent American concern, which recently established a plant in Habana and which is placing on the market products equal in quality and price to those sold in the United States.

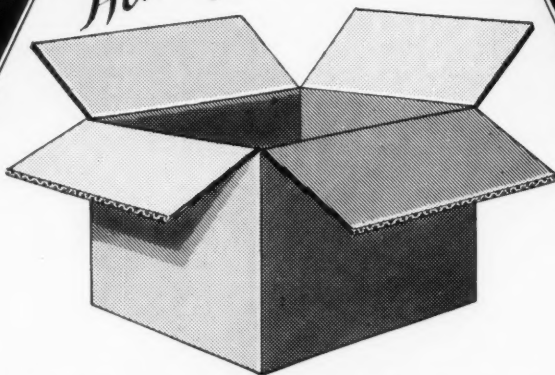
It is believed that the possibility of doubling sales in Cuba in the next four or five years exists and may be realized, provided that the American manufacturer is willing to cater to foreign markets to a degree comparable with his domestic promotion activities. The market in Cuba offers an excellent opportunity for the extension of American sales, owing to its proximity to the United States, to the excellent steamship service maintained between the two countries, and to the fact that products of American manufacture enjoy a substantial preferential duty.

A complete list, which includes the names of all dentists registered in the Straits Settlements and in the Federated Malay States, who have received their training in Europe or United States, is available to accredited American firms upon application to the Chemical Division of the Department of Commerce. Exports of American dental creams and other dentifrices to the Straits Settlements during the past two years were valued at \$130,000 and \$166,000, respectively.

Stocks of Crude cottonseed oil on hand in United States July 31, 1930, totaled 8,110,407 lbs., as against 19,181,886 lbs. on the same date last year. Stocks of refined oil held on July 31, 1930, amounted to 299,933,070 lbs., as compared with 338,619,933 lbs. held July 31, 1929.

# GIBRALTAR

*Scientifically  
Designed  
and  
Honestly Constructed*



## CORRUGATED CONTAINERS

ALL the care spent in the fabrication of your company's product can be set at naught in that brief interval from the time you send the shipment on its way until your customer unpacks the goods. That's when you need the extra assurance that you get from the scientific design and honest construction of GIBRALTAR CORRUGATED CONTAINERS—

the assurance that your product will reach its destination in the proper condition.

You can't go along with every consignment, but you can make sure that your shipment will have the very best protection that modern package experts and container builders can devise.

Let us show you, without obligation, how GIBRALTAR service can help you.

**GIBRALTAR CORRUGATED PAPER CO., Inc.**  
**NORTH BERGEN - - - NEW JERSEY**

Say you saw it in SOAP!



# SOAP PATENTS

## *Development of American Soap Manufacture Reviewed Through the Records of Patents*

### PART VII

By JOSEPH ROSSMAN

**T**HIS is the last of a series of articles on soap patents and their relation to the development of the soap industry in the United States. The survey of the soap patents in chronological order, giving a brief extract of each, which was started with the third article in the May issue of SOAP, is concluded. The first article of the series was published in the March, 1930, issue of SOAP.—The Editors.

112. **Kirchfeld 1,523,074.** January 13, 1925. The method of making a neutral soap consists in heating decomposed albumens with an excess of alkali until after a substantial emission of ammonia, adding alum to bind the excess lye, and when solidification begins, adding the mass to an aqueous saturated soap nucleus.

113. **Pettit 1,544,103.** June 30, 1925. The process of making soaps and detergents consisting of subjecting potato pulp mixed with a caustic alkali to mixing in a closed mixer, at a heat of substantially 210° F., for a period of ten to twenty minutes, and then adding soda ash and saponifiable oil, and subjecting this mixture to mixing in a closed mixer, at substantially the same temperature as before, for a period of from ten to twenty minutes.

114. **Pettit 1,544,104.** June 30, 1925. The process of making soaps and detergents consisting of subjecting potato pulp mixed with a caustic alkali to a mixing in a closed mixer, at a heat of substantially 210° F., for a period of ten to twenty minutes, and then adding soda ash and a fatty acid, and subjecting this mixture to a mixing in a closed mixer, at substantially the same temperature as before, for a period of from ten to twenty minutes.

115. **Billingham 1,549,436.** August 11, 1925. The process of producing an emulsive agent which comprises mixing a substance containing at least 80% of pure protein with between 6 and 10 times its own

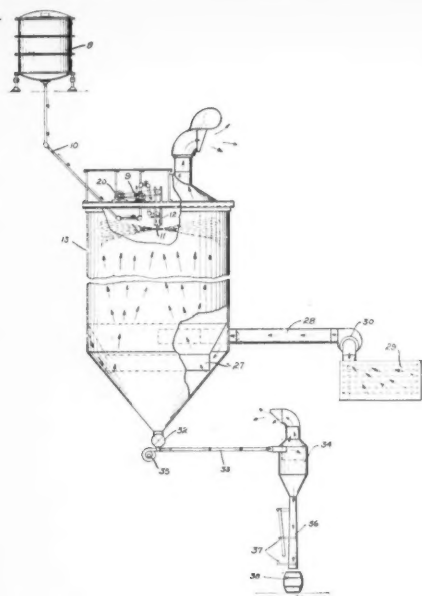
weight in water, and acting upon this protein mixture with sufficient caustic alkali to effect a dissociation of the protein into its amido fatty acids without saponifying the latter at a temperature below 140° F. and obtaining a product in which the COOH and the alkali groups are co-existent and not in combination.

116. **Gray 1,567,049.** December 29, 1925. A detergent comprising a chromium soap and a sodium soap combined in a ratio of between 1 to 5 and 5 to 1.

117. **Dawes 1,571,625.** February 2, 1926. A process of preparing granular soap consisting in causing a cake of hard soap to absorb a relatively great amount of moisture, then subjecting the mass to a dry heat of from 250° F. to 450° F. until all of the water in the soap has been expelled and then granulating the resultant mass.

118. **Falck 1,601,244.** September 28, 1926. A process for the production of solid alcohol soap containing a high percentage of alcohol by heating soap almost completely freed from water in alcohol of great strength, comprising the steps that a mixture of about 45 parts by weight of soap and about 55 parts by weight of alcohol is heated in a closed vessel at a temperature of 120° C. and under a pressure of 6 atms. and in continuing the heating under pressure for one hour and one-half so that the product obtained contains the total quantity of alcohol of the mixture.

119. **Schwantes 1,603,559.** October 19, 1926. The method of shredding and drying soap, which consists of providing a quantity of fluid soap, feeding the soap to a pressure medium, forcing the soap under pressure through a pair of oppositely revolving duct members wherein the soap is shredded by the action of said members and from where the soap is discharged by centrifugal force, subjecting the shreds of soap while under centrifugal action to a drying fluid,



Method of shredding and drying soap. Patent No. 1,603,559 for apparatus and method issued Oct. 19, 1926, to Julius A. Schwantes.

and then permitting the soap shreds to fall to a position of discharge.

**120. Villain 1,626,708.** May 3, 1927. A process of making transparent soap and providing it homogeneously with a protective film when dry, comprising the steps of adding to a hot transparent soap mixture a large quantity of non-crystallizable odorous fluid products and methylated spirit in equal parts and a small quantity of a film-forming soluble cellulose derivative; heating the resultant mixture to about 80° C.; partially cooling said mixture to about 72° C.; running the partially-cooled mixture into frames to form tablets; and leaving it to cool slowly in air, whereby the soluble film-forming cellulose derivative will appear as a thin coating over the soap tablets to retain the odorous products therein until liberated by washing with water, whereafter the coating is reformed by drying in air.

**121. Thal 1,633,689.** June 28, 1927. In the process of treating soap for the production of cake soap and soap flakes in a chamber in which the air pressure is maintained below that of the atmosphere, the step of milling saponified material as it is taken hot from the soap kettle in a rarefied atmosphere.

**122. Fryer 1,657,440.** January 24, 1928. A process of hydrolysis of liquid glycerides of fatty acids wherein the hydrolytic reaction is effected by heating under pressure in the presence of clay which has been prepared by aid of peptization with an alkaline clay-peptizing agent.

**123. Kesler 1,663,764.** March 27, 1928. The method of producing rosin soap consists in converting the major part of the acid component of a quantity of rosin into alkali acid salt, removing from such salt the resene component of the rosin, and using the remaining salt as an ingredient in the soap-making operation.

**124. Powell 1,672,657.** June 5, 1928. The method of stabilizing soap which comprises incorporating in the soap product an aromatic amine and an aliphatic aldehyde and reacting the two to form a condensation product.

**125. James 1,681,185.** August 21, 1928. The method of treating a solution mixture of partial oxidation products of hydrocarbon oils containing aldehyde fatty acids of varying molecular weights, consisting in forming metallic salts of the acids and then separating them from the solution mixture.

**126. James 1,681,237.** August 21, 1928. The method of treating a partial oxidation product of oil containing aldehyde fatty acids, consisting in separating the aldehyde fatty acids from the other constituents of the partial oxidation product, and forming substantially insoluble soaps of the acids.

**127. von Kornatzki 1,684,336.** September 11, 1928. A soap for therapeutic purposes consisting of 6 parts by weight of a soap mixture obtained from fatty oils and caustic soda, one part of 95% alcohol, 1 part of freshly prepared rectified amber oil, and 0.2 part succinic acid.

**128. Alleman 1,694,461.** December 11, 1928. The process of recovering fatty acids from a crude soap emulsion containing soap, mineral oil, petroleum resins and water which comprises adding to the crude soap emulsion a water soluble salt in quantity sufficient to enable the hereinafter specified separation of gasoline to be effected, and passing gasoline vapors into and through the crude soap emulsion and condensing the gasoline on contact therewith, the gasoline dissolving the oil, separating the solution of gasoline and such of the resins as are dissolved therein from the soap, converting the soap into fatty acids and by distillation separating the fatty acids from any of the resins that have not dissolved in the gasoline.

129. **Alleman 1,694,463.** December 11, 1928. The process of treating a composition containing mineral oil, petroleum resins, fatty acid soap and an inorganic salt having the characteristics of the precipitate produced in the alkali treatment of acid-treated mineral oil lubricating stock to effect the separation from the soap and resins of the oil and the salt, which comprises adding water, heating under sufficient pressure to separate the oil from the soap and salt water, cooling under pressure to prevent re-emulsification of the oil with the soap, resins and salt water until the soap and resins solidify to a pasty mass, the salt remaining in solution in the water, the process also comprising the removal of the oil and salt water.

130. **Starrels 1,701,703.** February 12, 1929. The process of making soap from low grade fats containing material of high iodine number which consists in converting said fats to esters, distilling the resulting esters, partially hydrogenating the distilled esters and saponifying the hydrogenated product.

131. **Leffer 1,710,799.** April 30, 1929. A process for making soft soap stable during temperature changes consisting of subjecting oils and their fatty acids and resins to pressure during saponification and adding to the mass hydrocarbon oils during saponification not to exceed 2% of the entire mass to regulate the setting point thereof.

132. **Flammer and Kelber 1,715,999.** June 4, 1929. A process for the manufacture of soap flakes which comprises forming soap containing water but less than 15% thereof, incorporating with the soap, an alkaline per-salt and a hydrocarbon of the  $C_nH_{2n}$  type containing more than 9 carbons atoms and forming the mixture into flakes.

133. **Flammer and Kelber 1,716,000.** June 4, 1929. A process for the manufacture of soap flakes which comprises forming soap containing water but less than 15% water, incorporating in the soap and alkaline per-salt and the cetyl ester of palmitic acid, and rolling and cutting the mass to form flakes.

134. **Flammer and Kelber 1,717,553.** June 18, 1929. A process for the manufacture of soap flakes which comprises forming soap containing water but less than 15% water, incorporating in the soap sodium perborate and an oxy compound of a hydrocarbon of the general formula  $C_nH_{2n}$  where  $n$  is more than 9.

135. **Coltman 1,718,778,** June 25, 1929. Component particles of a porous soap product which are characterized by their thin dry porous cellular walls and with voids therein substantially surrounded by the cellular walls and of such size as to cause the particles to be large considering the amount of soap contained therein.

136. **Welter 1,719,349,** July 2, 1929. A process for producing air-resisting moulded soap consisting in mixing commercial fatty acids at about their melting point with a quantity of alkali carbonate free from water, sufficient to saponify up to twice the quantity of fatty acids present, and after saponification, admixing grain soap therewith and thereupon subjecting the product thus obtained to the milling process.

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Ungerer & Company, New York, have appointed R. L. Nichols as sales representative in the Southern territory, effective September 1, for their complete line of essential oils, perfumery and flavoring raw materials. Mr. Nichols is making his headquarters at Atlanta, and will make regular trips through the states of Georgia, Alabama, Mississippi, Texas, Arkansas and Louisiana. He is well acquainted with the trade in that territory, having covered it for the past several years with a similar line of products.

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A reduction in the carload freight rates on inedible tallow and grease from Kansas points to Chicago, St. Louis and points East of the Mississippi is requested by Southwest Rendering Co., Hutchison, Kan., Wichita Dessicating Co., Wichita, and Topeka Rendering Works, Topeka. The companies have filed a complaint with the Interstate Commerce Commission.

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Exports of caustic soda from United States during May, 1930, totaled 13,318,668 lbs., worth \$378,578, with Japan, the leading buyer, taking \$4,219,847 lbs., worth \$110,204. Other large buyers included Mexico, Brazil and Netherland West Indies.

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Exports of soda ash from United States during May, 1930, totaled 5,414,245 lbs., worth \$97,967, with Canada, Mexico, Cuba and Japan each taking over a million pounds.

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Sales of American toilet preparations increased from a value of \$343,000 in 1928 to \$561,000 in 1929, according to U. S. Dept. of Commerce. Competition is keen and a large advertising allowance is necessary to secure a good sale.



# FOR YOUR PRIVATE LABEL

## SOLVAY FLUF

(Trade Mark Registered)

Fluf makes an ideal cleanser to add to your line of products because it produces the largest package with the lightest weight. Fluf is an extra light soda ash made especially fluffy, bulky and light by a process exclusive with Solvay.

## SOLVAY SUPER CLEANSER

(Trade Mark Registered)

This ideal cleaner and cleanser for general cleaning is efficient, effective and entirely soluble in water. Super Cleanser contains no harmful ingredients nor inactive filler. It is *all active cleanser*. Solvay Super Cleanser is good enough to *beat* competition and can be sold at a profitable price.

## SOLVAY Snowflake Crystals

(Trade Mark Registered)

Pure white, crystalline, immediately and entirely soluble, Solvay Snowflake Crystals are an excellent water softener and effective soap saver. Perfect solubility enables this mild cleanser to do its work without leaving a residue. Snowflake Crystals also make the most perfect base for bath salts.

**P**UT Solvay quality into your packages and get more out of your private label trade. Write today for prices and booklet SC7.

### SOLVAY SALES CORPORATION

*Alkalies and Chemical Products Manufactured by  
The Solvay Process Company*

40 RECTOR STREET NEW YORK CITY



# SOLVAY

# PRODUCTS

Say you saw it in SOAP!

# Answers on Liquid Soap Standards

THAT there are two sides to the question of liquid soap standard specifications, and that all the advantages of a standard do not accrue to the purchaser, are pointed out rather effectively in a recent communication from E. A. Bergholtz, an authority, who was a member of the Committee on Liquid Soap Specifications which worked on Specification No. 27 in conjunction with the American Standards Association and the Bureau of Standards. Mr. Bergholtz answers in some part the report of the Liquid Soap Standardization Committee before the last meeting of the Insecticide & Disinfectant Manufacturers Association in Chicago which recommended against a standard. He says:

"In reading the report regarding the adopting of a standard for Liquid Soap, an impression is created that the advantages are one-sided, and in favor of the purchaser. There is one distinct benefit that manufacturers can derive from the use of a standard buying specification. It merits specific attention. It is the dissuasion of the purchasing of low grade soaps. The best is not too good. The marketing of soaps that are cloudy, dark and of unpleasant odor, can obviously do more to discourage people from using liquid soap and to turn to cake soap than the lack of standardization can overcome. Add to this the presence of low soap content, free alkali or excessive oil that gives cloudiness or promotes rancidity, together with a reputation however ill-founded for causing chapping of the skin and manufacturers have a real sales resistance that should not have to be borne by reputable makers.

The properties of good liquid soap such as clarity and light color, providing the container does not obscure them by its opacity and color, are obvious and positive assets. Inoffensive odors are easy to distinguish.

But why a manufacturer is reluctant to advertise on the label on the container that his soap is not improperly diluted with water, that it does not contain an improper amount of alkali or free oil or fatty acid is difficult to understand.

In passing to the section of the report that deals with the disadvantages of standardization,

the point was lost sight of, that the purchasers of liquid soap do not know who are members of the Insecticide and Disinfectant Manufacturers and who are not. And so, any advantage that may come from any united effort on their part to make the best liquid soap is lost as far as the public is concerned.

What good does it do to educate the jobbers as to what constitutes a good liquid soap, when their sales depend upon the willingness of the individual who uses it. People are not ignorant of the fact that sales are often "pushed" on the basis of profit to the seller instead of quality.

Another statement of what is offered as a fact but is really an assumption is the idea that a "standard label would put every manufacturer on the dead level of price." If for no other reason than that various oils may be used in the manufacture of liquid soap the price is legitimately variable. The specification does not designate the oil to be used and certainly a potash soap made from olive oil is entitled to a price different from one made from cocoanut oil. Certainly perfumes are not all of one price.

If every manufacturer is put on the level of price, why are not all brands of aspirin that must pass the rigid, definite, and circumscribing specifications of the United States Pharmacopoeia for sale at the same price? Why articles that bear a certain and specific trade mark, do not command a common and uniform price! This is a common experience. Even the freight rate between two cities may be much more than the profit on the soap.

It rather seems that the solution lies in encouraging people to buy liquid soap by acquainting them with some mark by which they can avoid poor quality. It is hard to find a reason for thinking that when one has once been disappointed in a liquid soap that he will again purchase that same kind of material rather than buy cake soap.

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Hull Company, Brooklyn, has appointed Chas. S. Tanner Company of Providence, R. I., as representatives in the New England territory. Stocks for immediate shipment are carried at their Providence warehouse.



Soaps Made with Newport Wood Rosins



Speed up Scrubbing of Woodwork



And Wash Clothes Cleaner—with Less Work

## Housewives Know A Better Soap Means Less Work!

**Y**OUR profits ultimately depend on the housewife. Dealers have the habit of buying what they can sell most readily.

The great cleansing qualities of Newport Pale Wood Rosins bring greater popularity to any household soap. This means more sales—more profit for you.

Newport Pale Wood Rosins are clean. Free from foreign matter and uniform. The reason is obvious—Newport production methods with technical control.

These wood rosins, packed in uniform metal drums, cost less. This means you can have a better soap at less cost. Often as much as 30% of a good cake of soap is an economical wood rosin. And even rosins *more expensive than* Newport Pale Wood Rosins can save you money, on fats.

Specify Newport and you automatically specify Quality plus the Less Expensive rosins. Write today for facts.

All types of  
Wood Rosins  
Pine Oil  
Pinesol



Steam  
Distilled  
Wood  
Turpentine

Address Our Main Office: 75 East 45th St., New York City

Plants: De Quincy, La.—Pensacola, Fla.—Bay Minette, Ala.

# GENERAL NAVAL STORES COMPANY, Inc.



Say you saw it in SOAP!

# Glycerine Anti-Freeze

## Starts 1930-31 Campaign

THE campaign to increase the use of automobile radiator glycerine during the 1930-31 season has been started by the Glycerine Producers' Association which is made up of about a dozen of the leading glycerine manufacturers of the country. Some 1,500,000 cars were serviced with glycerine anti-freeze last year, and the Association expects to increase this number very materially this year. The sales campaign will comprise advertising, merchandising and educational work designed to help dealers throughout the country extend glycerine anti-freeze sales. Advertising in trade journals, especially the automotive publications, began in July preparatory to the general newspaper and magazine copy aimed at the individual car owner which will appear with the approach of cold weather.

The members of the Glycerine Producers' Association who are putting out standard G. P. A. Anti-freeze Glycerine, conforming to the specifications of the Association and carrying the Association seal include Armour & Co., Beach Soap Co., Colgate-Palmolive-Peet Co., Harley Soap Co., Kirkman & Son, Lever Brothers Co., Procter & Gamble Co., John T. Stanley Co., Swift & Co., and Allen B. Wrisley Co. Each company continues to put out its own brand, but all are identical according to the Association specification.

The newspaper advertising this year will embrace about 250 papers. A new method is being followed out. With each indication that freezing weather is about due in various localities, four pieces of copy will be released at one time for each newspaper to appear all in the same issue but on different pages of the paper. Each piece of copy will carry the complete story about radiator glycerine. General magazine advertising will include single and double pages in such publications as the *Saturday Evening Post*, *Literary Digest*, *Collier's*, *Liberty*, *American Magazine*, and leading car owner magazines. The advertising this season will carry the emblem of approval issued by the Contest Board of the American Automobile Association, indicating that the organization has tested G. P. A. radiator Glycerine and found it worthy of recommendation to motorists in general.

The service manuals, wall charts, indoor and outdoor signs and consumer folders which the Association prepares for the use of glycerine

dealers have been revised and several new merchandising helps have been developed. These include a folder containing endorsements and favorable comment on radiator glycerine by car manufacturers, and a unique counter display piece. The wall chart this season will include a dilution table and special instructions with regard to the servicing of trucks. Arrangements have also been made for the manufacture of two new styles of hydrometers for testing glycerine solution in the radiator. These will be of the direct-reading type, with correction tables that make it possible to secure accurate readings at varying temperatures.

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### To Crown Chemical Industry Champions

The annual outing of the Salesmen's Association of the American Chemical Industry to be held September 16 at Briarcliff Lodge, Briarcliff Manor, N. Y., will be the occasion for the selection of the industry's leaders in the various lines of athletic endeavor. The principal feature of the day, as in past years, will be the annual golf tournament, with prizes offered for low net, low gross and kickers' handicap. A second tournament will bring into competition the quoits pitchers of the industry, with close contests assured in the semi-final and final matches. A five-inning baseball game will be played, and facilities will also be available for swimming and tennis. Luncheon will be served between twelve and two, and a group dinner will be held in the Tent room at seven. Distribution of prizes will follow the dinner, these to consist of golf implements, silverware and leather goods rather than orders on the golf shop as in the past. A program of entertainment has also been arranged to carry the party on into the night. The committee in charge of the affair consists of the following: William H. Adkins, Givaudan-Delawanna, Inc., in charge of ticket sale; Robert Wilson, Dow Chemical Co., quoits; H. B. Prior, H. B. Prior Co., prizes; R. J. Grant, Nail Chemical & Color Co., baseball; and Grant A. Dorland, *Soap*, Chairman of the committee, who will take charge of the golf tournament and secure the entertainment. A record turnout is expected.

# 58%



58 per cent is more than mere figures when applied to Diamond Soda Ash—it describes a quality that is un-deviating—a Soda Ash guaranteed to test over 58 per cent Sodium Oxide by actual analysis.

# SODA ASH

# 76%

In order to safeguard the quality of their raw materials, consumers of Caustic Soda are urged to specify "Diamond" 76 per cent *Actual Test* Caustic Soda, a full strength alkali that will analyze over 76.50 per cent Sodium Oxide.

## Diamond Alkali Company



Pittsburgh, Pa., and Everywhere

# CAUSTIC SODA

Say you saw it in SOAP!

# Issue Government Soap Prices

THE General Supply Committee of the United States government, Washington, D. C., recently issued a quarterly price list for the 3rd quarter of 1930, covering price information for government ordering offices. The prices quoted, plus five per cent for han-

dling charges, are for deliveries to designated locations in standard packages, and an additional two per cent is charged when less than a standard package is ordered. Among the various items which are included in Class 10 are the following:

Item No.	Article	Price in Standard Package		Unit	Standard Package
		Definite	Additional		
10200	Cleaner:				
(a)	Trisodium phosphate—				
(1)	325-pound barrels	\$0.0398	\$0.0398	pound....barrel	
(2)	85-pound kegs	.0475	.0525	pound....keg.	
(3)	11-ounce containers	.0702	.0719	pound....container.	
(b)	Linoleum; 65-gallon steel drums; drums to remain property of contractor	.43	.43	gallon....drum.	
10220	Scouring compound:				
(a)	For floors—				
(1)	For fine marble—				
(aa)	1-pound sifter top cans	.0331	.0331	pound....pound.	
(bb)	300-pound barrels	.0145	.0168	pound....barrel.	
(2)	For tile or ceramic and terrazzo, 300-pound barrels	.014	.016	pound....barrel.	
(b)	Soap (scouring compound), 300-pound barrels	.016	.018	pound....barrel.	
10230	Soap:				
(a)	Chip, light color, 175-pound barrels	.0758	.0758	pound....barrel.	
(b)	Grit; in cakes—				
(1)	Type A: For fine work; glass, enamel etc.; 10-ounce cakes 48 to box, wrapped	.052	.052	pound....box.	
(2)	Type B: For scouring and scrubbing, 12-ounce cakes; 48 to box	.0395	.0421	pound....box.	
(c)	Grit; hand—				
(1)	4½-ounce cakes; 100 to box	.069	.069	pound....box.	
(2)	Grit soap paste; 16-ounce tins; 36 to box	.0475	.0485	can....box.	
(d)	Laundry, 16-ounce cakes; 60 to box	.0441	.0441	cake....box.	
(e)	Liquid, and flake; for toilet use—				
(1)	Liquid—				
(aa)	25-gallon drums; drums to remain property of contractor	.20	.20	gallon....drum.	
(bb)	25-gallon wooden barrels	.25	.28	gallon....barrel.	
(cc)	50-gallon drums; drums to remain property of contractor	.18	.18	gallon....drum.	
(dd)	50-gallon wooden barrels	.24	.26	gallon....barrel.	
(2)	Flake; fine, medium, or coarse, for dispensing machines—				
(aa)	1-pound cartons, 24 to case	...	.25	pound....case.	
(bb)	175-pound barrels	...	...	pound....barrel.	
(f)	Powder (soap powder)—				
(1)	1-pound packages	.0294	.0294	pound....pound	
(2)	112-pound kegs	.0259	.0261	pound....keg.	
(3)	250-pound barrels	.0234	.0237	pound....barrel.	
(g)	Powdered (powdered soap); for high-grade laundry work—				
(1)	1-pound packages	.0925	.0925	pound....package	
(2)	250-pound barrels	.0798	.0798	pound....barrel.	
(h)	Tar; 4-ounce cake; 100 to box	.13	.13	pound....box.	
(i)	White floating; 6-ounce cakes; 100 cakes to box	.073	.073	pound....box	
(j)	Automobile—				
(1)	100-pound kegs	.05	.05	pound....keg.	
(2)	250-pound half barrels	.046	.047	pound....half bbl.	
(3)	450-pound barrels	.045	.045	pound....barrel.	
(k)	Milled; toilet; unwrapped—				
(1)	2½-ounce cakes—144 to box, 22½ lbs.	.14	.14	pound....box.	
(2)	4½-ounce cakes—144 to box, 40½ lbs.	.14	.14	pound....box.	
(l)	Shaving, powdered, 1-pound containers	...	...	pound....pound.	
10536	Brooms:				
(a)	Corn—				
(1)	28 pounds to dozen	5.40	5.40	dozen....dozen.	

(Continued on page 85)





Six years ago we installed a complete CECO Criss-Cross Evaporator unit of 260 sq. ft. heating surface. The rate of evaporation being approximately 50 lb. per sq. ft. of heating surface. The unit that was displaced had approximately 400 sq. ft. of heating surface and required 24 hours to do the necessary work. The CECO unit, of about one-half the heating surface, required only six hours to do the same work.

After six years of successful operation we were given a contract to install four additional units to take care of increased production.

The company engineers who had been operating the original CECO unit claimed that tests showed greater evaporation per square foot than the guarantee. Therefore they could install CECO Criss-Cross Evaporators of a much smaller size, and practically pay for them with the saving in floor space alone. Further the original unit had required practically no maintenance expense, as the tubes had never been touched or cleaned and are in very fine condition.

The new units are the very latest development, having large vapor section for the expansion of the vapors, therefore dropping out entrainment, although catch-

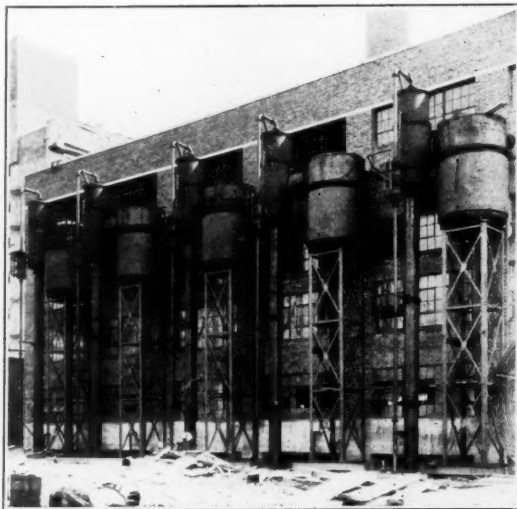


## CECO Criss-Cross Evaporator Performance and Economies Dictated the Order for Four Additional Units

The illustration to the left shows an installation of four CECO Criss-Cross tube Evaporators in one of the largest soap plants in the West for the evaporation of spent soap lye and sweet water.

alls are installed as a precaution. Barometric condensers, see illustration at bottom, are used with steam jet vacuum pumps to assure the very highest vacuum that can be obtained for this type of equipment.

When considering new evaporation, whether for replacement, expansion or an entirely new operation, engineers should consider CECO Criss-Cross Evaporators very carefully, as we can show considerable improvement over the older types.



# Chemical Equipment Company

MONTPELIER, INDIANA

Say you saw it in SOAP!



## Hanser Soap Co. Enlarges Plant

The John Hanser Soap Co., of N. Milwaukee, Wis., recently completed the erection of a new addition to its plant at 30th Street and Hampton Avenue, increasing the floor space from 20,000 to 32,000 square feet. Equipment for the new plant has already been secured, which when put into operation will practically double the plant capacity. The company is the second largest producer of soap in the state, and manufactures a representative line of cleaning materials for general purposes. Mr. Hanser has had forty years' experience in the industry, and comes from a family of soap-makers. For twenty-seven years up until the death of his father eleven years ago, the two were associated in the company. Since then Mr. Hanser has been in complete charge of the organization.

## To Cancel "Novite" Registration

Cancellation of the registration of the trademark, "Novite," used by Buckeye Soda Co., Painesville, Ohio, on washing soda is expected as a result of the recent decision of W. A. Kinnam, assistant commissioner of patents, in which he affirmed the petition of Oakite Products Co., New York, owners of the mark, "Oakite" for a cleaning compound. He was influenced in his decision by the fact that both marks have the same number of letters, both have the letter "o" as the principal characteristic of the first syllable, and both end up with the same three letters "ite." On the basis of this similarity he believed that there would be a reasonable probability of confusion. Since the "Oakite" mark was first in the field, having been used since 1909, he ruled that the registration of the new mark should be cancelled. The "Novite" mark was registered by the Buckeye company in March, 1927. In a previous hearing the examiner had ruled against cancellation on the grounds that some thirty other trademarks ending in "ite" had been registered for washing and cleaning compounds. This decision was reversed by the assistant commissioner, as noted above, and now an appeal will probably be taken from his decision to the United States Court of Customs and Patent Appeals. An interesting feature of the case was the refusal of the commissioner to give any weight to evidence submitted by paid investigators on the subject of confusion of the two marks in the retail trade. Both sides presented evidence of this kind but it was considered valueless by the commissioner because the investigators found out only what their employers desired.

## Colgate-Kirkman Merger Rumored

Colgate-Palmolive-Peet Co., Chicago, was reported last week to be negotiating for the acquisition of the long-established and widely known soap manufacturing business of Kirkman & Sons, Brooklyn. An inquiry directed to Sidney Kirkman by a representative of *Soap* was referred by him to Sidney Colgate at the Jersey City office of Colgate. There it was suggested that the inquiry be directed to Robert Lansing, secretary of Colgate-Palmolive-Peet Co., at the Chicago office. An exchange of wires brought only the reply that the company had no statement to make.

## Soap Man Wins Chemical Golf

R. A. Brewer, of Liberty By-Products Co., Belleville, N. J., makers of textile soaps and oils, won the low gross prize in the recent golf tournament run by the Salesmen's Association of the American Chemical Industry at Lenox Hills Golf Club, Farmingdale, L. I. He was forced to shoot the last seven holes in one under fours to counteract the bad effect of an eight on the tenth hole, ending up with a final score of 83. It will be recalled that Mr. Brewer also took first prize at an earlier tournament held at Fox Hills Golf Club, Rosebank, S. I., this time turning in a 73, only three over par. Second prize in the low gross competition at Lenox Hills was won by Grant A. Dorland of *Soap* with a 93. Victor E. Williams of Monsanto Chemical Works, won first place in the kickers' division with a net 73, and Robert Wilson, of Dow Chemical Co., took first in the low net with a 103-35-68. Second low net went to William H. Adkins, of Givaudan-Delawanna, Inc., with 104-30-74, while Henry Cramer, of Carpenter Container Corp., took third with 115-40-75. About thirty members and guests attended the tournament.

John Poynter, Son and Macdonalds, Ltd., tallow melters, soap manufacturers, oil and lard refiners, were incorporated recently in Edinburgh, Scotland, with capital of £30,000. The office of the company is located at 189 St. Vincent St., Glasgow.

Swift & Co. has called for redemption on Oct. 15 its 10-year 5% gold notes, maturing October 16, 1932.

Los Angeles Soap Co., Los Angeles, has started construction of a five-story addition to its factory which will cost more than \$200,000, cover at least twenty acres and employ 1,000 persons.



NEW YORK CITY



BOSTON, MASS.



PHILADELPHIA, PA.



BALTIMORE, MD.



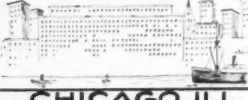
CLEVELAND, OHIO



CINCINNATI, OHIO



DETROIT, MICH.



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ST. LOUIS, MO.



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No matter whether you are in Minneapolis, or Boston—New York or St. Louis—or in any other important commercial center—a stranger in a strange land—you will find a hand outstretched to welcome you.

You will find a real friend, anxious to assist you in every way possible while in that vicinity—a high type, well seasoned capable manager—a salaried man—not a disinterested commission man.

Make this office your headquarters while in town—keep in touch with the latest information on linseed and other vegetable oils.

This is only one of the many little personal, human advantages obtained in dealing with the House of Kellogg.

*Each of our District Managers  
is looking forward to your visit*

**SPENCER KELLOGG AND SONS SALES CORP.  
BUFFALO, N. Y.**

*Where Science, Experience and the  
Cream of Rare Materials are combined  
to produce the finest and most economical  
of vegetable oils.*

*Consult  
Us First  
on Your  
Vegetable  
Oil Needs  
and  
Problems*

Say you saw it in SOAP!

## Comparative Security Prices

**P**RICES of stocks of soap, chemical insecticide, and allied companies as quoted on the New York Stock Exchange, Curb Exchange, other exchanges and over-the-counter, are given in the following table. This table of prices is compiled monthly for *Soap* by a representative of one of the oldest and best-known brokerage houses in New York.

	High 1930	Low 1930	Aug. 1 1930	Sept. 1 1930
Allied Chem. ....	343	232	264	271½
Amer. Agric. ....	10¾	4½	5½	5¼
Amer. Cyan. "B" ..	37	17¾	22	19¾
Armour of Ill. "A" ..	8½	4¾	5¼	5½
Bon Ami "A" .....	78	70	71	70¼
Brillo .....	16½	7	7½	7
Colgate, P. P. ....	64¾	50	58	59½
Corn Prod. ....	111¾	83¾	95¾	94¾
Dow Chem. ....	100	65	70	70
Drug, Inc. ....	87¾	67	76¾	82¾
Du Pont .....	145¼	95¼	114½	118
Glidden .....	38	14½	15½	16
Gold Dust .....	47¾	34½	40¼	42¼
Gulf Oil .....	166¾	115½	125½	119½
Heyden .....	23	12	15	12
Intl. Agric. ....	8½	4½	5½	6¼
Lehn & Fink .....	36	22¼	29½	27
Mathieson .....	51¾	32¾	38	42½
McKesson & Rob. ....	37¾	14½	21	17¾
Monsanto .....	63¼	35	44¼	47
Newport "A" .....	85	45	50¼	49¾
Procter & Gamble ....	78¾	52½	73¾	75¼
Shell Union .....	25½	14	19¼	14¾
Sherwin Williams .....	85	71	79	72
Sinclair .....	32	20	23¼	21½
Standard Oil of Cal. ..	75	55½	62½	60¾
Standard Oil of Ind. ..	59¾	47¾	50½	49½
Standard Oil of N. J. ..	84¾	58	72	70¾
Standard Oil of Ohio. .	108½	75½	78½	76¾
Swift & Co. ....	34½	28	29¾	30½
Union Carb. ....	106¾	60½	72½	79¾
Westvaco Chlorine ....	59½	30	45	40¼
Wilson & Co. ....	7¾	3	4½	3¾

Wilson & Co. has called for redemption its \$2,500,000 of 5-year 6% gold notes on October 1. Par plus a premium of ½% and accrued interest for one month to Oct. 1 will be paid.

Zonite Products Corp. and subsidiaries earned \$459,515 during the six months ended June 30, after all charges and taxes. This was equivalent to 65c share. Dividend requirements were 50c share.

Bourjois, Inc., reports net income of \$178,999 for the six months ended June 30, equal, after taxes and preferred dividends, to 24c. a common share. This compared with \$227,211, or 31c. a share in the same period during the previous year.

## C-P-P Loses Tax Decision

Colgate-Palmolive-Peet Co., Chicago, is required to pay approximately \$350,000 in income taxes to Wisconsin Tax Commission, according to a recent decision by Federal Judge Walter C. Lindley, Madison. Palmolive Co. of Wisconsin, Palmolive Co. of Delaware, Western Operating Co. of Delaware and Buckingham Agency of Illinois, operating subsidiaries of the Colgate company, were charged with attempting to avoid payment of State income taxes by reporting incomes based on arbitrary or fictitious arrangements between the companies during a period from 1924 to 1930. The decision of the Judge affirms the charge. Officials of Colgate-Palmolive-Peet say that the case will be appealed to a higher court and that ample reserves have been set up to take care of an unfavorable decision. Their claim is that the commission has no right to collect the taxes on the ground that the Wisconsin branch was not a separate entity and such collection would constitute double taxation.

## Olive Foots Producers in Distress

Owing to the sharp decline in prices of olive oil foots, Italian producers are in a critical position, and recently a meeting of the principal producers, together with soap manufacturers, was called under the auspices of the National Federation of Chemical and Allied Industries in order to discuss the situation and adopt measures to relieve producers, according to U. S. Trade Commissioner Humes at Rome. The selling prices of olive oil foots have registered a drop from \$19.39 per 220 pounds to quotations around \$9.96 per 220 pounds. During the meeting the soap manufacturers were, not unnaturally, in favor of allowing matters to take their course, but producers of olive oil foots, however, succeeded in having the following motions voted, whereby the Government is requested to take steps to make the use of a certain proportion of olive oil foots obligatory in the production of soap. Furthermore, official intervention was declared desirable in bringing producers of olive oil together to apportion production quantities and to close down those mills which are inefficiently operated.

American Agricultural Chemical Co., through its president Horace Bowker, recently made public a plan of reorganization of the company which will eliminate the Connecticut company which now acts as holding agent for the Delaware operating company. No dividends can be paid on the company stock.

**Light 58%  
Soda Ash  
shipped in  
100 lb. Paper Bags**

**W**YANDOTTE Soda Ash is now packed in multi-wall paper bags. Multiple layers of special paper end the old dust nuisance—no meshes to let the dust seep through. The smooth paper lining lets the entire contents slide right out.

The new size makes handling easier, quicker, less expensive. You save time, labor. Guaranteed dust-proof, leak-proof, break-proof, moisture-proof.

Michigan Alkali Company is the first Soda Ash manufacturer to successfully use this method of packing Soda Ash.



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and uniform quality"*

**MICHIGAN ALKALI COMPANY**

*General Sales Department*

**10 East 40th Street, New York City**

NOTE NEW ADDRESS: Our new location in New York is at 10 East 40th Street—just across the street from where we were and a few steps nearer Fifth Avenue.

Chicago Office: 1316 South Canal Street

Works: Wyandotte, Michigan

Say you saw it in SOAP!

## CHICAGO NEWS

THE Chicago Perfumery, Soap and Extract Association cancelled its first September bi-monthly luncheon meeting, due to the proximity to Labor Day. The opening Fall meeting will therefore be held on the third Wednesday, or the 17th of September. Initial plans will be made for the Annual Banquet, which takes place early in December. A spirited gathering is in prospect, as many of the members have just returned from trips encouraged by excellent prospects for early autumn business.

The Golf Tournament at Medinah Country Club on Tuesday, August 19th, was announced by the committee as the final outing of the season. It was the fifth of a highly successful series, and the committee, headed by A. C. Drury, assisted by G. M. Van Kirk, Harry Elwell, Wm. H. Schutte, Walter H. Jelly, and John Buslee, has won lasting praise and gratitude from the members. It was the first time the association had attempted so extended a program of recreation, and the results indicate a strengthening of the fellowship spirit between the members. The average attendance at the five tournaments was well over twenty-five, which was the mark hoped for. The two classifications, A and B were adhered to, the Class A winners being: First, A. C. Drury, of A. C. Drury & Co., with 88—12, net 76; Second, John Wilhelm, with 85—8, net 77; and third, Walter H. Jelly and George Van Kirk (tied) with 90—12, net 78. The Class B winners were: First, Russell G. Brown, with 92—20, net 72; second, H. B. Elwell, with 91—18, net 73; third Harold E. Lancaster, with 102—20, net 82. A Consolation Prize for the member with the lowest score among those who had never previously won a prize was awarded to Carl Black. The Booby Prize was carried away with a flourish by Frank Robinson, who far outdistanced the field with a gross 135, or net 105. Three guest prizes were awarded to C. H. Jones, with 80—7, net 73; F. G. Johnson, with 98—22, net 76; and H. Perrottet, with 87—10, net 77. Also present was John E. Lehman, Western Amateur Champion, who turned in a gross score of 75 and was presented with a prize by the Golf Auxiliary in appreciation of his attendance at several of the meets.

The Eleventh Annual Convention of the American Association of Cosmeticians and Hair Artists was held at the Hotel Sherman, Chicago, on August 18, 19 and 20. Approx-

mately one hundred exhibits in the Grand Ballroom, were visited by over five thousand guests from all over the country. Daily sessions were conducted by the president, Mrs. M. B. McGavran, of Kansas City, Mo. She was assisted by the Association's secretary, Miss Frances B. Martell, who maintains the National Headquarters at the Sherman Hotel.

Many of the newest discoveries as applicable to beauty culture were subjects of well attended lectures and considerable interest was aroused by the discussions by Dr. G. W. McFatrigh, Dr. G. Alexander Ward, Medical Advisor of the Association, Mrs. Florence E. Harris, Dr. Robert P. Shepherd, and J. A. Ladd. One of the most popular features of the convention was the parade, on Monday evening, of mannequins cosmetized in the make-up designed by the creators of fall and winter wear. The grand closing took place Wednesday evening with a cotillion called "A Night in China" at the Bal Tabarin. The officers, in addition to Mrs. McGavran and Miss Martell, are: Mrs. Reta A. Kraus, of Newark, N. J., first vice-president; Miss Elizabeth Thielen, of St. Louis, Mo., second vice-president; Mrs. Louise D. Herschel, of Houston, Texas, third vice-president; Mrs. A. E. Voegle, Greensburg, Pa., fourth vice-president; and Mrs. Ellen R. Bell, Chicago, treasurer.

J. L. Brenn, of Huntington Laboratories, returned early in August from an extended trip through Yellowstone Park, with his family.

Rowley Krembs, 10-year-old son of Ottmar M. Krembs, of Krembs & Co., was drowned early in August while bathing at the Glencoe, Ill., bathing beach near his home. Mr. Krembs is president of the Chicago Drug and Chemical Association and recently headed a highly successful drive for funds for the 1933 World Exposition.

H. D. Crooks, for many years associated with John Blocki, Inc., recently resigned his connection with the company.

The Lindbergh aviation beacon, erected by Colgate-Palmolive-Peet Co. in a tower on top of the new Palmolive building in Chicago, was recently put into operation by President Hoover. The 1,000,000.000 candlepower light, 531 feet above the street level, will be kept in operation by a special staff of Colgate-Palmolive-Peet Co. engineers.

Exports of castile soap from Spain to the United States during the quarter ending June 30, 1930, totalled 282,541 pounds valued at \$28,118, reports Consul Stafford at Madrid.



# SAPOFIXIN

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We invite you to try our Sapofixins  
in your Soaps as reinforcers.

---

Sapofixin Eau de Cologne  
Sapofixin Hyacinth  
Sapofixin Lavender  
Sapofixin Lilac  
Sapofixin Lily of the Valley  
Sapofixin Orange  
Sapofixin Pine  
Sapofixin Rose  
Sapofixin Violet



## HEINE & CO. NEW YORK

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Sole Distributors for HEINE & Co., A. G., Leipzig  
in the United States and Canada

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## PERSONAL and IMPERSONAL

Samuel J. Limerick, formerly with B. T. Babbitt Soap Co., died August 26 at Laurelton, N. J., of a heart attack. He was sixty-five years old and since his retirement several years ago had lived in Nutley, N. J., until shortly before his death. He is survived by his widow.

Soap imported by Yardley & Co., Ltd., New York, as soap millings has been held dutiable at 15 per cent by Justice J. McClelland instead of at 30 per cent as toilet soap.

Economy Soap Co. of Buffalo plans construction of a modern brick and steel soap making plant at 552 Babcock St., Buffalo. It will be a one-story structure, and will cost \$25,000, exclusive of machinery and equipment. Plans have already been filed with the city building commission.

Armour & Co. and Luxor, Ltd., both of Chicago, have filed a complaint with the Interstate Commerce Commission in which they claim that the freight rate on refuse palm oil in carloads from New Castle, Pa., to Chicago should be no higher than the rate on grease, cottonseed foots and palm kernel oil settlings. The present 5th class rate of 32c. per 100 lbs. now applies on the palm oil, while the other products come under the special commodity rates of 21.5c.

Pine Tree Products Co., makers of Billy B. Van Pine Tree Soap, recently appointed Calvin W. McCutcheon & Co., New York, as representatives in greater New York and New Jersey.

Los Angeles Soap Co. opened its new sesame seed crushing plant at Wilmington, Cal., recently. The new plant adjoins the copra oil and meal plant operated by Los Angeles Soap Co.

Western Co., Chicago, will distribute \$3,150 in prizes among its salesmen at the end of this year in the "Bunion Derby" contest on the sale of its Dr. West's tooth paste. Points

are given each salesman in the contest for surpassing quotas assigned for 1930.

Iowa Soap Co., Burlington, will erect a \$125,000 addition to its plant, this bringing the total amount spent on building operations in the last four years up to \$325,000.

Andrew Jergens Co., Cincinnati, recently recalled J. D. Nelson from its Burbank, Cal., plant to become general manager of the entire company starting September 1. R. W. Russell, formerly assistant manager of the Burbank plant, takes over the position of manager which has been filled by Mr. Nelson for the past nine years.

Procter & Gamble Co. paid a quarterly dividend of 60c. a share on common stock on August 15 to stock of record July 25. This places the stock on a \$2.40 yearly basis as compared with \$2.00 previously.

E. I. du Pont de Nemours & Co., Wilmington, recently, introduced to the market No. 7 Radiator Cleaner, a new product for use in cleaning automobile and aeroplane radiators. It is said to be effective in removing rust, grease and dirt, while free from acid and other harmful ingredients.

Los Angeles Soap Co. celebrated its seventieth birthday last month. First established in 1860, it has grown with the West, and is now one of the prominent soap manufacturing establishments in the country as well as one of the oldest firms in California.

Chemical Novelties Co., Cincinnati, has recently been incorporated to manufacture polishes for automobiles and laundry supplies. Charles E. Ginn, Cincinnati manager of Archer-Daniels-Midland Co., is one of the incorporators.

R. B. Semler, Inc., New York, took over the distribution of the soap products of D. W. Gibbs, Ltd., London, in United States on Sept. 1.



# WHEN IT COMES to supplying the soapmaker

with perfume materials, we are in position to furnish  
the highest quality merchandise at interesting prices.

*When Again in the Market for*

Oil Rosemary Spanish  
Oil Thyme Red and White  
Oil Lavender Flowers French  
Oil Vetivert Bourbon and Java  
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*Write Us for Prices.*

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*Sole Representative U. S. and Canada*

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PAOLO VILARDI  
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Essential Oils

H. RAAB & CO.  
Roermond, Holland  
Artificial Musk

VANILLIN FABRIK  
Hamburg, Germany  
Aromatic Chemicals

Say you saw it in SOAP!

Dr. Ernest S. Guenther, chief research chemist of Fritzsche Bros., Inc., New York, recently returned from Europe after an extended trip through the flower producing areas of Europe. He was in Bulgaria at the time of the distillation of the rose crop, and also surveyed the distillation of lavender oil in France. He made two visits to Seillans, France, to supervise the manufacture of flower oils at the Fritzsche plant there, and toward the end of his trip made a motor trip through the flower producing regions of Spain. While in Leipzig, Germany he appeared before the German Chemical Society to deliver a moving picture lecture on the production of essential oils in France, Italy, Spain, Bulgaria and Egypt.

John H. Woodbury, Inc., was recently organized to control all of the Woodbury toilet preparations, while Andrew Jergens Co., also under the control of the same group, will become a separate unit to handle the Jergens preparations. Jergens-Woodbury Sales Corp. has been incorporated by F. C. Adams, O. C. Leyman and L. C. Bernens to sell the products of both concerns. These three men are also incorporators of John H. Woodbury, Inc., whose capital consists of 5,000 shares of no-par common stock.

A recent visitor to the Lever Bros.' works at Port Sunlight was the Attah of Igbirra whose domain covers 950 square miles on the West bank of the Niger river, Nigeria. His 145,000 subjects are engaged in the production of palm and palm kernel oils.

The firm of Ellis Jackson & Co., Philadelphia, manufacturers and dealers in chemicals, oils and dyestuffs has been dissolved by action of the partners, according to an announcement by Leo Morris and George R. Drabenstadt, liquidators. All claims should be presented to them at 18 North Front St., Philadelphia.

Recent changes in the organization of Solvay Sales Corp. have resulted in the appointment of H. F. Merritt as director of sales, W. E. Blair as assistant director of sales and L. B. Gordon and H. O. Pierce as division sales managers. J. V. Stauff is now manager of the branch offices of the company.

The Federal Trade Commission recently mailed questionnaires to a group of independent wholesale druggists in an attempt to discover what effect, if any, the formation of the McKesson & Robbins merger had upon their business. Over a year ago the Commission charged McK. and R. with violating

the Clayton anti-trust law. One of the questions asked of the independent wholesalers was whether the McKesson & Robbins system restrains trade and tends to create a monopoly. The McKesson & Robbins stand is that the formation of its system was in the public interest and actually increased competition.

Production at the Palmolive soap works at Balmain, Sydney, Australia, has recently been increased by 40%.

### P. & G. Plans for Hedley Branch

The acquisition of Thomas Hedley & Co., Ltd., reported in a previous issue of *Soap*, gains for Procter & Gamble Co. a new source of raw materials, increased productive capacity and new channels for wider distribution. The British concern has extensive olive groves and an olive crushing plant at Andalusia, Spain, operates three plants at Newcastle, Birmingham and Wath-on-Deane, and has access to the extensive British and European markets. Procter and Gamble will use the British plants in part for the manufacture of P and G brands, and will have the Spanish properties supply its American plants with olive oil. It will also attempt to find in the British Isles a new outlet for cottonseed oil produced in the United States. The Thomas Hedley organization has been operating since 1837, and in 1917 it took over the firms of James Dyson & Co. and John Pickering & Sons.

### Expect Lower Lavender Price

According to advices received Sept. 8 from the Lavender Production Unit of Etab. Antoine Chiris, Paris, Antoine Chiris & Co., New York, report that the production of oil this year in France will be good with lower prices prevailing. Distillation begins in July and runs at greatest production through August and tapers off until the middle of September. With the greatest part of the crop in and distilled when the report was received, it is believed to represent an accurate picture of the crop situation for this year.

Exports of toilet or fancy soap from United States during June, 1930, totaled 447,563 lbs., worth \$89,185, with Philippine Islands taking 95,869 lbs., worth \$15,056.

Scouring soaps and powders to the total of 769,008 lbs., worth \$49,895, were exported from United States during June, 1930, Cuba being the leading buyer with purchases totaling 185,510 lbs., worth \$9,103.

*This Trade Mark*



*On Every Carton*

## Get the most out of your Oils and Fats!

*MANY COLORS AND IMPURITIES IN  
OILS AND FATS DO NOT YIELD  
READILY TO THE ORDINARY DECOL-  
ORIZING OR BLEACHING AGENTS*

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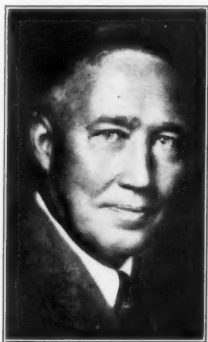
Say you saw it in SOAP!

## SOAP CHEMISTS' SECTION

(Official Publication, SOAP SECTION, American Oil Chemists' Society)

### American Oil Chemists Meet in Chicago

**P**RESIDENT W. H. IRWIN, of the American Oil Chemists' Society has announced that the 1930 Fall Meeting of the Society will be held at the Congress Hotel in Chicago on November 13 and 14. It is expected that this meeting, the first Fall Meeting to be held elsewhere than in New York, will attract a large attendance of members and guests from all sections of the country, as the central location of Chicago makes it a convenient gathering place for oil chemists from the East, the South, the Middle West and the Pacific Coast.



W. H. IRWIN

The Local Committee on Arrangements named by President Irwin includes Messrs. J. J. Vollertsen, A. W. Putland and L. M. Tolman, J. P. Harris, A. E. King and M. L. Shedy. Under the guidance of the President, this Committee is arranging a program of papers and addresses which will be of interest to all the members and to visiting oil chemists, and which is expected to mark a continuation of the rapid development of oil chemistry of the past few years.

The first day of the meeting will be devoted to soap and soap product chemistry, and Archibald Campbell, Chairman of the Soap Section of the Society, will preside at this session. The second day's session will give consideration to general phases of oil and fat chemistry and will be presided over by President Irwin.

The Congress Hotel has been designated as Headquarters for the Fall Meeting and the Hotel Management has kindly provided facilities for the Society's Sessions at the hotel. All members and guests are urged to show their appreciation of this hospitality to the Society

on the part of the hotel management by registering at the Congress for their stay in Chicago in connection with the Fall Meeting.

#### *Chemical and Apparatus Exhibits*

**T**HE Local Committee on Arrangements has invited manufacturers of machinery, supplies, laboratory chemicals and apparatus who supply the oil refining, edible oil products and soap trades to present exhibits of their products in the exhibit room of the Congress Hotel during the meeting, where suitable space will be provided. It is expected that the leading manufacturers of such equipment and supplies will be on hand to display the latest developments in their respective lines, following the custom which was established at the 1929 Fall Meeting in New York.

#### *Entertainment Features*

**I**N ADDITION to the program of scientific papers and addresses the Local Committee on Arrangements is planning a number of visits to various industrial plants of interest to the members and guests in attendance. In addition there will be two football games in Chicago on Saturday, November 15; University of Chicago vs. University of Illinois, and Northwestern University vs. University of Wisconsin. These are both "Big Ten" Midwestern Conference games, rivalry is keen and those attending either game can be assured of a well-spent afternoon. A bowling tournament for members is being planned for the first night of the Meeting, and an informal dinner or luncheon will enable members to get together socially.



ARCHIBALD CAMPBELL

# Soap Perfume Oils

*Produced by*

**ROURE-BERTRAND FILS**

LARAGNE (FRANCE) GRASSE BOUFARIK (ALGERIA)

Geranium African

Geranium Bourbon

Lavender Fleurs

Vetivert Bourbon

Petit Grain, South American

Ylang Ylang Bourbon

Ylang Ylang Nossi Be



As sole agents, in the U. S. and Canada, for Roure-Bertrand Fils, long a primary source of supply for these highly important Soap Perfume Oils, we invite comparison of these oils with those you are now using.

**GEORGE SILVER IMPORT CO.**

461-463 FOURTH AVENUE  
NEW YORK CITY

Say you saw it in SOAP!

## ON PRODUCTS AND PROCESSES

An investigation of soaps prepared from polymerized soy bean oil has shown that a 0.5 per cent soap solution of the polymerized oil increases its turbidity and viscosity with the increase of the polymerization, but the degree of increase is much smaller than the increase of viscosity in the polymerized oil. The surface tension of the soap solution increases, while the drop number and the lathering power decrease, with the advance of the polymerization. *J. Soc. Chem. Ind. Japan* 33, Suppl. Bind. 169-72 (1930).

Phenyl-stearic acid is prepared from technical oleic acid, chemically pure benzol and technical anhydrous aluminum chloride. Calcium soap of this acid, when compounded with mineral oil, is said to form lubricants similar to calcium oleate greases, and the sodium soap grease is parallel in properties to sodium oleate grease. *Ind. & Eng. Chem.* 1930, p. 487.

A quantitative method for determining moisture and total fat by means of trichlorethylene distillation is described as follows: a 50-100 cc. extraction flask with a wide and long neck receives in the neck the paper extraction thimble with the sample. The trichlorethylene vapors from the extraction flask enter a condenser from above through a side-necked adapter and leave the condenser at the bottom to enter a U-tube which has its long arm graduated while the shorter arm is bent to return to the extraction flask, thus acting as an overflow and returning the solvent to the flask. The moisture collects in the graduated arm above the heavier trichlorethylene and is measured; this moisture collecting arm should be calibrated by blank runs against known weights of added water. Another condenser with a calcium chloride tube is mounted above the adapter to keep out moisture; the cooling water must be kept above 10 deg. C. to avoid the formation of emulsions. *Chem.-Ztg.* 54, 271-2 (1930).

A recent French patent covers the addition of fatty substances to water for washing, and the further addition of saponifying agents such as carbonates or bicarbonates, the formation of soap and the washing taking place at the same time. *Fr. Pat.* No. 679,571.

The lathering power of soap is said to depend on the concentration of the fatty acid salts, and a change in temperature is said to have little effect. The addition of soda to castor oil and to rosin soap causes them to lather. A solution containing approximately equal parts stearic and iso-oleic acids (from hardened vegetable oils) forms about 15 to 20 per cent less lather than a solution of sodium stearate of the same concentration. *Maslob. Zhinov. Delo* 1930, No. 8, 33-6.

Tests of the method devised by Bergell for the determination of free alkali in soaps are said to show that greater proportions of the free alkali are lost by the Bergell method than by the Standard Methods, although Bergell's method was devised to exclude adsorption and other losses. *Chem. Zentr.* 1929, I, 1631—*Chem. Abstr.* 24, 3916 (1930).

An article in *Brit. Soap Manufr.* 6, No. 65, 82-2 (1930), lists various ingredients in common use in toilet soaps, which ingredients may prove injurious to delicate skins. Free alkali, rosin, certain oils and perfumes and cane sugar are included in the list.

Cleansing and abrading agents suitable for cleansing the hands, removing rust and for other purposes may be formed by mixing powdered brick or similar material 7 parts, soda ash or other suitable alkali 1.1 parts, stearic acid 0.6 parts, liquid fatty material 1.2, salt 0.1, and water 6 parts, with or without 0.2-0.3 parts of soft soap or other soap, dye and perfume. *Brit. Pat.* No. 325,529.

Patented soaps are made by grinding together in a cold and substantially dry state a fatty acid or a fatty oil with alkali carbonate or hydroxide, respectively, and adding the desired percentage of water to the soap so produced. Metal soaps may be made similarly by using a suitable metallic salt. Up to five per cent of alcohol may be present to assist saponification, or to produce perfumes upon the addition of substantially dry perfumes during or after the grinding. Water-glass, perborates or fillers also may be added during the grinding or subsequently. *Brit. Pat.* No. 325,865.





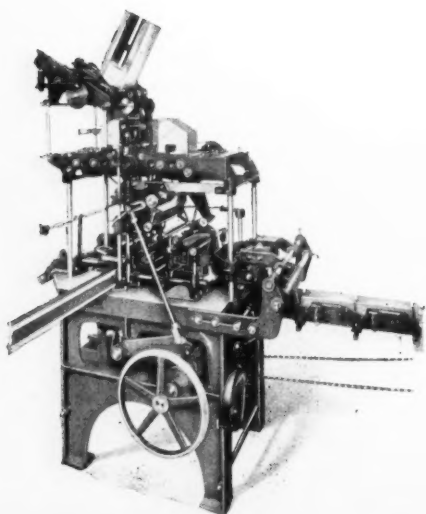
## Is your laundry soap as neatly wrapped as it might be?

Neat, attractive wrapping helps the sale of any packaged goods—and laundry soap is no exception. A loose, poorly registered wrapper creates a bad impression.

Our laundry soap wrapping machine registers the wrapper perfectly. A device clamps the wrapper to the soap at the beginning of the operation, preventing the wrapper from slipping. It also gums the end-folds and longitudinal seams, if desired.

Operates at a speed of 120 to 140 per minute. Can be adjusted to wrap more than one size.

Write for complete information.



**Package Machinery Company**  
Springfield, Massachusetts

New York      Chicago      Los Angeles  
London: Baker Perkins, Ltd.



# PACKAGE MACHINERY COMPANY

Over 150 Million Packages per day are wrapped on our Machines

Say you saw it in SOAP!

## CONTRACTS AWARDED

George E. Marsh Co., Lynn, Mass., was recently awarded the contract for 240 lbs. laundry soap for Erie ordnance depot in a Chicago quartermaster bidding at the price of 3.7c. lb.; also 1,620 lbs. for Fairfield at 3.74c.; 2,040 lbs. for Fort Hayes at 3.69c.; 9,000 lbs. for Fort Benjamin Harrison at 3.81c.; 2,400 lbs. for Fort Brady at 3.93c.; 6,000 lbs. for Selfridge Field at 3.7c.; 240 lbs. for Camp Custer at 3.79c.; 6,000 lbs. for Fort Wayne at 3.7c.; 3,000 lbs. for Chanute Field at 3.93c.; 660 lbs. for Rock Island Arsenal at 3.99c.; 480 lbs. for Savanna O. D. at 3.99c.; 7,200 lbs. for Fort Sheridan at 3.86c.

Iowa Soap Co., Burlington, Iowa, was recently awarded the contract for 3,000 lbs. laundry soap for Fort Des Moines in a recent Chicago quartermaster bidding at the price of 4.166c.; also 4,200 lbs. for Fort Snelling at 4.166c.; 4,200 lbs. for Fort Meade at 4.166c. Haskins Bros. & Co., Omaha, awarded 1,800 lbs. for Fort Lincoln at 4.166c. Windsor Soap Co., Washington, awarded 2,000 cakes white floating soap for Selfridge Field at 4.85c.; 1,200 cakes for Chanute Field at 2.9c.; 300 cakes for Rock Island Arsenal at 2.9c. Swift & Co., Chicago, awarded 96 cans scouring powder for Rock Island Arsenal at 3.44c.

United States Soap Co., Cincinnati, was recently awarded the contract for 1,000 cakes grit soap for Fort Benjamin Harrison in a recent Chicago quartermaster bidding at the price of 3c.; also 400 cakes for Selfridge Field at 3c.; 600 for Chanute Field at 3c.; 1,400 for Fort Sheridan at 3c.; 400 for Fort Des Moines at 3.1c. Stevens Soap Corp., Brooklyn, awarded 200 cakes of grit soap for Fort Brady at 3.1c.; 100 cakes for Camp Custer at 3.1c.; Day & Frick Soap Works, Philadelphia, awarded 800 cakes grit soap for Fort Snelling at 3.25c.; 300 cakes for Fort Meade at 3.25c.

Cudahy Packing Co., Chicago, was low bidder on 7,500 lbs. laundry soda for Washington U. S. M. C. in a recent bidding with an offer of 2.05c. lb. Beach Soap Co., Lawrence, Mass., entered the low bid for 4,000 lbs. chip soap, 7.1c. lb.

Swift & Co., Chicago, entered a bid of 3c. on 5,000 cans of cleanser in a recent Washington U. S. M. C. bidding. Armour & Co., Chicago, with a bid of 2.985c. lb., was low on 35,000 lbs. soap powder. Colgate-Palmolive-Peet Co., Chicago, entered a bid of 4.2c. on 35,000 lbs. laundry soap.

H. H. Rosenthal Co., New York, entered the low bid of 3.41c. lb. on 20,000 lbs. of caustic soda for Washington bureau of engraving and printing in a recent bidding.

Sunshine Soda Co., New York, was awarded the contract for 12,000 lbs. of soda ash for Picatinny Arsenal at 2.2c. lb. in a recent bidding.

Colgate-Palmolive-Peet Co. was recently awarded the contract for 720 cakes toilet soap for Brooklyn quartermaster at 6.375c. City Chemical Co. awarded 4,000 lbs. caustic soda at 11c. Solvay Sales Corp. awarded 270,000 lbs. washing soda at 1.45c. Stevens Soap Corp. awarded 60,000 lbs. laundry compound at 4.95c. Armour & Co. awarded 1,000 lbs. soap at 9.2c.; also 720 pkgs. soap flakes at 12.5c.; also 72 pkgs. soap powder at 11c.; also 100 cakes of soap at 3.48c. Leeco Products Co. awarded 50 cans cleanser at 17c. Windsor Soap Co. awarded 200 pkgs. soap powder at 18c.

Armour & Co., Chicago, was recently awarded the contract for 60,000 lbs. of soap chips for Chicago quartermaster at 6.65c.; also 10,000 lbs. powdered soap at 6.9c. H. Kohnstamm & Co., Chicago, was awarded 5,880 lbs. soda ash at 1.735c.; also 50,120 lbs. laundry, soda at 1.735c.

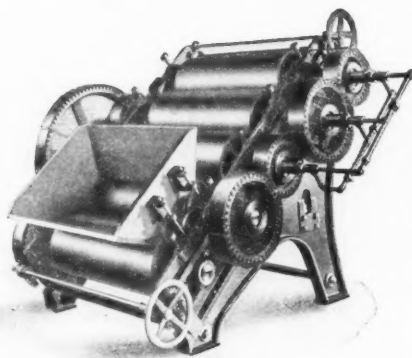
Colgate-Palmolive-Peet Co., Chicago, was recently awarded the contract for 1,800 lbs. of laundry soap for Maxwell Field at a price of 4.4c.; 4,980 lbs. for Fort McClellan at 4.4c.; 7,200 lbs. for Fort Oglethorpe at 4.4c.; 3,000 lbs. for Jefferson Barracks at 4.1c.; 5,820 lbs. for Fort Leavenworth at 4c.; 1,020 lbs. for Fort Omaha at 4.2c.; 11,580 lbs. for Fort Riley at 4c.; 3,000 lbs. for Fort Robinson at 4.4c.; and 19,980 lbs. for St. Louis Medical Depot at 4c.

# HOUCHIN

## *American* Mills and Plodders *for* American Toilet and Flake Soaps

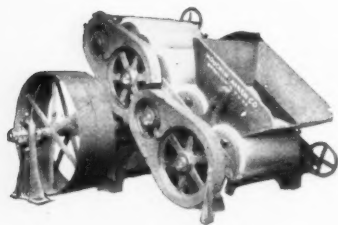
MILLS with three, four or five Granite or Chilled Iron Rolls. PLODDERS with two and one-half, four, six, eight, ten or twelve inch Screws.

Our chilled iron rolls are made by the WORLD'S LARGEST MANUFACTURER of rolls and



5-Chilled Iron Roll Mill

are considered the **BEST OBTAINABLE—MACHINED INSIDE AND OUTSIDE.** Mills are made with extra large shafts, bronze bushed oil tight bearings, heavy cut cast iron gears with herringbone driving gear and pinion.



4-Roll Mill

America's  
Leading Soap  
Machinery House

*Invites*  
*Your Inquiries!*



10" Plodder

**HOUCHIN MACHINERY CO., INC.**

FORMERLY HOUCHIN-AIKEN CO., INC.

HAWTHORNE

NEW JERSEY

# SOAP MACHINERY

Say you saw it in SOAP!

## RECORD OF TRADE-MARKS

The following trademarks were published in the August issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of September 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, fee of ten dollars must accompany each notice of opposition.

### Trade Marks Filed

**Ritz**—This in solid letters describing cleanser. Filed by Ritz Laboratories, Inc., Dayton, Ohio, May 23, 1927. Claims use since on or about Oct. 1, 1925.

**Hand of cards** showing royal flush together with words, "Let this hand do your work," describing cleaners. Filed by Royal Cleaner Co., Akron, Ohio, Oct. 30, 1929. Claims use since about Oct. 1, 1929.

**No Name**—This in solid letters describing washing powder. Filed by Laufer Chemical Co., Milwaukee, Apr. 24, 1930. Claims use since June 29, 1929.

**Zolvo**—This in solid letters describing soaps and cleansing compounds. Filed by Zolvo Products Co., Cincinnati, May 21, 1930. Claims use since Feb. 20, 1930.

**Jost Mineral Detergent**—This in outline and solid letters on circular background, describing soap and soap powder. Filed by Jost Detergent Co., Sayville, N. Y., May 26, 1930. Claims use since May 1, 1930.

**Lu-Mos**—This in solid letters describing soap powder. Filed by Lu-Mos Laboratories, Newark, N. J., May 27, 1930. Claims use since May 2, 1930.

**Golden Rule**—This in solid letters on scroll on shield describing cleaning powder. Filed by Citizens' Wholesale Supply Co., Columbus, Ohio, May 28, 1930. Claims use since May 20, 1930.

**Sea Pine**—This in solid letters describing bath salts. Filed by James Bruce Martin, Toronto, Ontario, Canada, May 28, 1930. Claims use since May, 1929.

**Micro-Merc**—This together with two small crosses on cross-shaped reverse plate, describing germicides. Filed by Micromerc Germicide Co., Ltd., Los

Angeles, May 31, 1930. Claims use since May 22, 1930.

**Selig's Baybee**—This in solid letters describing liquid soap. Filed by Selig Co., Atlanta, Mar. 21, 1930. Claims use since Jan. 1, 1930.

**Vanity Fair**—This in solid letters describing shoe polishes. Filed by Dyo Corp., Dallas, Tex., Apr. 3, 1930. Claims use since Mar. 18, 1930.

**Tidyola**—This on reverse plate with circular background, describing paste cleaner. Filed by Eleanor Douglas Ramsey, Detroit, Apr. 11, 1930. Claims use since Oct. 20, 1929.

**Conti**—This in solid letters describing soap. Filed by Conti Products Corp., Brooklyn, May, 1930. Claims use since about January, 1924.

**Intermezzo**—This in solid letters describing soap, shaving powder, cream and sticks, laundry soaps, soap powder, soap flakes, soap pastes, washing tablets and shampoo soap. Filed by Ludwig Scherk, Inc., New York, May 24, 1930. Claims use since Dec. 10, 1929.

**Lochinvar**—This in solid letters describing hand soap, shaving powder, cream and sticks, laundry soap, soap powder, soap flakes, toilet soaps, soap pastes, washing tablets and shampoo soap. Filed by Leigh Chemist, Inc., New York, May 28, 1930. Claims use since May 22, 1930. Application was also filed on the following trade marks to which the above information applies: **Poetic Dream; Manfashion; Resplendent; and Sublime.**

**The Nero**—This in solid letters describing shoe polishes. Filed by Chas. M. Hatcher Mfg. Co., Philadelphia, May 29, 1930. Claims use since Nov. 12, 1910.

**Dr. Marsden Magic Shampoo**—This in solid letters with picture of girl, describing soap shampoo. Filed by G. Walter Marsden, Pittston, Pa., May 29, 1930. Claims use since Jan. 10, 1930.

**Damalsto**—This on diamond shaped reverse plate describing metal polish. Filed by Damalsto Chemical Co., Murphy, N. C., June 7, 1930. Claims use since Apr. 1, 1930.



*Masters of one  
business ~ ~*

## SILICATES OF SODA *and how to use them*

OUR apprenticeship started during the Civil War. In the passing years naturally much experience and knowledge of silicates of soda and what they will do have been accumulated. Detergency has been a subject of constant study as we were soap makers first. If you have a problem you will find an interested reception at Silicate Headquarters.

### *Plants serving the soap industry:*

Anderson, Ind.	Kansas City, Kans.
Baltimore, Md.	Rahway, N. J.
Chester, Pa.	St. Louis, Mo.
Cardenville, N. Y.	Utica, Ill.

## Philadelphia Quartz Co.

General Offices and Laboratory

121 S. Third Street, Philadelphia

Chicago Office: 205 W. Wacker Drive

# VICTOR TSP



**"Merrily we roll along"**

GAILY sings our old friend PHOSPHATE PHIL. We'll admit PHIL is no opera star but he sings a mighty cheerful tune to the man that's used to getting TRI SODIUM PHOSPHATE out of the barrel with a crowbar.

Everywhere it's the same. "Give us T. S. P. that flows freely," demands the factory man and in Victor T. S. P. he gets what he wants.

*Liberal Sample on Request.* VICTOR T. S. P. is different. Free-flowing, instantly soluble, brilliantly white in color—these are only a few of many features. See them all by sending for liberal test sample.

**Victor Chemical Works**  
343 S. Dearborn Street, Chicago  
New York    Nashville    St. Louis

# FREE ~ ~ ~ FLOWING

Say you saw it in SOAP!

**Silver Glow**—This in solid letters describing metal polish. Filed by Silver Glow Co., Cleveland, June 10, 1930. Claims use since May 1, 1930.

**Vicco**—This in solid letters in triangular arrangement, describing soaps and hand cleaners. Filed by Vicco Laboratories, Chicago, June 27, 1930. Claims use since on or about May 26, 1930.

**"Disinsectox"**—This in solid letters describing insecticides, disinfectants and germicides. Filed by Disinsector Corp., New York, Mar. 14, 1930. Claims use since Apr. 1, 1929.

**Healum**—This in solid letters describing dental cream and powder. Filed by Healum Research Laboratories, Cleveland, Apr. 28, 1930. Claims use since Mar. 14, 1928.

**Sly-Fo**—This in solid letters describing liquid insecticide. Filed by Exterminators Research Laboratories, New York, May 7, 1930. Claims use since Mar. 1, 1930.

**Shinem**—This in solid letters describing metal polish. Filed by Industrial Laboratories, Inc., Baltimore, May 22, 1930. Claims use since 1926.

**Shu-Craft**—This in outline letters describing leather cleaner. Filed by Wilkey Laboratories, Inc., Chicago, May 23, 1930. Claims use since May 12, 1930.

**C P P Co**—This in broken letters in circular design describing toilet soap, shaving cream, powder and sticks. Filed by Colgate-Palmolive-Peet Co., Chicago, June 30, 1930. Claims use since December, 1928.

**Du-All**—This in solid letters describing liquid cleaning preparation. Filed by Du-All Humus Co., New York, July 15, 1929. Claims use since Jan. 1, 1920.

**Tee-Lee**—This in solid letters describing insecticides. Filed by Tee-Lee Chemical Co., Houston, May 31, 1930. Claims use since Sept. 15, 1929.

**Oro**—This in outline letters with picture of girl holding stocking, describing soap for hosiery and silks. Filed by Oro Mfg. Co., Pittsburgh, July 15, 1929. Claims use since Mar. 20, 1928.

**Imperial Washing Fluid**—This in solid letters with picture of woman hanging clothes on line, describing washing fluid. Filed by Louis Massa, Trenton, N. J., Mar. 1, 1930. Claims use since Dec. 4, 1929.

**Werx**—This in outline letters describing soap flakes, powders and chips. Filed by M. Werk Co., St. Bernard, Ohio, May 28, 1930. Claims use since May 15, 1929.

**Toilet Prophylactic Soap**—This in solid

(Turn to Page 123)

## New Patents

Conducted by

Lancaster, Allwine & Rommel

Registered Attorneys

PATENT AND TRADEMARK CAUSES

402 Ouray Building, Washington, D. C.

Complete copies of any patents or trademark registrations reported below may be obtained by sending 25c for each copy desired to Lancaster, Allwine and Rommel. Any inquiries relating to Patent or Trademark Law will also be freely answered by these attorneys.

**No. 1,768,970.** Polishing and Cleaning Composition. Patented July 1, 1930 by Louis Année, Detroit, Michigan, assignor of one-half to Richard Gaul, Milford, Michigan. A cleaning and polishing composition consisting of the following ingredients in substantially the following proportions, to wit: kerosene, 8 parts; vinegar, 1 part; onion water, 52 parts; whiting, 8 parts.

**No. 1,770,429.** Scouring Soap Powder. Patented July 15, 1930, by Fred P. Reinle, Oakland, California, assignor to West Coast Soap Company, Oakland, California. A cleaning composition in a powdered condition, formed by mixing the following ingredients: vegetable oil and caustic soda lye 38° Baumé in equivalent amounts; neutral soda, consisting of bicarbonate and carbonate of soda; and volcanic ash.

**No. 1,771,707.** Shaving Soap. Patented July 29, 1930 by George F. Doran, Worcester, Mass. A shaving soap formed by mixing together the following ingredients, triple pressed stearin acid approximately 53.6%, cocoanut oil approximately 17.8%, potassium hydroxide approximately 14.3% and borax approximately .5%.

A material proving useful as a new medium for heat transfer is diphenyl,  $C_6H_5 \cdot C_6H_5$ , which is being produced in commercial quantities by the Federal Phosphorus Company. As an indirect heating medium, handled in much the same way as steam, diphenyl holds promise because of its high boiling point and low vapor pressure at elevated temperatures. Commercial diphenyl has a melting point at atmospheric pressure of 157° F., boiling point of 492° F. and a critical temperature of 980° F. It is known to be stable at 850° F. and does not readily attack steel or cast iron equipment.





**ESSENTIAL OILS  
SYNTHETIC AROMATICS  
COMPOUNDED PERFUME BASES**  
For the Soap and Insecticide Industries



Headquarters  
for  
Japanese  
Camphor Oil  
Products

Oil Patchouly      Oil Nutmeg  
Oil Sandal E. I.      Oil Clove

We guarantee the purity of our products.

**DODGE & OLCOTT COMPANY**  
180 Varick Street      New York City

*•The integrity of the house is reflected in the quality of its products*

Say you saw it in SOAP!

## Market Report on ESSENTIAL OILS AND AROMATICS

(As of September 9, 1930)

**N**EW YORK—Declining prices in the essential oils over a long period have now brought the market to a position where current quotations are considerably under the average for many years back and also well under prices which prevailed a year ago. While some items still continue the recent decline, others show signs of strength and it becomes increasingly apparent that the decline cannot continue much longer. Bergamot quotations advanced during the period after reaching a record low level last period. The Italian government has recently given producers the power to control the quality of exports, a factor which may have had some influence in the price advance. Anise oil was also stronger again as political disturbances in primary markets were renewed. Conflicting reports were current on the lavender situation as crop estimates began to come in. Geranium oil was slightly firmer, but peppermint, spearmint, lemon and clove oils were all weaker.

### OIL ANISE

A recurrence of political disturbances in China again agitated the anise oil market, tightening up the situation locally as distributors were again in doubt as to whether future deliveries could be counted on. The deliveries of Indo-China anise oil which have eased up the situation recently were discontinued, and further offers from this source were not forthcoming, leaving no secondary source of supply to fall back on.

### OIL BERGAMOT

Definite firmness was shown in this oil during the period, as current quotations advanced from the extremely low level of \$2.50, quoted recently, to \$2.65 to \$2.80 lb. Producers have recently been given power to control the quality of exports from Italy, and it is also reported that they have met and decided to co-operate in resisting further price declines.

### OIL GERANIUM

This market was very steady, with buyers

## PLAIMAR, LTD.

*Distillers of*

## Essential Oils and Fruit Essences

PERTH, W. AUSTRALIA

**Sandalwood Oil**

**Araucaria Oil**

**Massoia Bark Oil**

**Huon Pine Oil**

**Eucalyptus Oil**

**Otto Boronia [Concrete]**

*Guaranteed Genuine*

*A semi-solid natural aromatic*

*with a warm rosy odour*

*Resembling Clove but more spicy.*

*95% Methyl Eugenol.*

*All Grades and Varieties.*

*Australia's own flower.*

### Gum Acroides: Gum Kino

*Ask for Samples and Quotations*

**THE IMPERIAL EXPORT COMPANY, Inc.**

**11 Moore Street**

*American Agents*

*Tel.: Whitehall 7622*

**New York City**



### WHITE LILAC V. F.

A Lilac possessing the characteristic Fragrance of the Natural Flowers.

If you are seeking a real Lilac note—Our White Lilac V. F. is the answer—

*Write for samples and price*

## VANILLIN- FABRIK

HAMBURG, GERMANY



## Oil of BERGAMOT VILARDI

A manufacturer buying this brand is assured of securing an oil from the most important and reliable source of supply. It assures the user of obtaining absolutely satisfactory results.

Ask for a sample and be convinced that the

### OIL OF BERGAMOT

supplied by the

## HOUSE of VILARDI

is the kind you should use



Sole U. S. Agent

**P. R. DREYER Inc.**

26 CLIFF STREET . . . NEW YORK

showing considerable interest and stocks apparently small. An advance in the inside price on Bourbon oil to \$4.25 lb. was noted during the period. African oil is offered at \$4.00 lb.

OIL LAVENDER

Reports from primary markets did not agree closely on the condition of the present lavender crop. Earlier in the month it was reported that cold and rainy weather had materially reduced the yield of oil from the better than average crop of flowers. It was indicated at this time that the output of oil would be considerably curtailed. Late reports from a very authoritative source place the estimate much higher with the prospect of a good crop and lower prices.

OIL LEMON

Lack of demand was responsible for a further decline in the price of lemon oil. The domestic product is now obtainable as low as \$1.00 lb., while Messina oil is priced as low as \$1.15 lb.

OIL PEPPERMINT

This oil continued to decline during the recent period, as little interest was shown by buyers. Natural oil is now priced as low as \$2.20 lb., while redistilled is inside at \$2.40.

New P. & G. Plant Under Way

The new Long Beach, California, plant of Procter & Gamble Co., plans for which were reported in a recent issue of *Soap*, is now well under way. When completed it will occupy a 15-acre plot, adjoining the site of the Pacific Southwest Exposition in 1928, and will keep busy approximately 1,200 employees. The plant will be a duplicate of the recently completed Baltimore unit with the addition of a building which will be used exclusively for the manufacture of salad oils and cooking fats. The plant will contain hospital facilities, a cafe, recreation facilities, a fire department, and will embody the most modern ideas of factory construction.

Medicated soaps to the amount of 36,068 lbs., worth \$26,834, were exported from United States during June, 1930. United Kingdom, the largest buyer, taking 8,625 lbs. for \$6,250.

Experiments on the preservation of fats by the addition of small quantities of preservatives have shown that lard, for example, can be completely preserved by the use of any one of the following: resorcinol, 1%, oil of clove, 0.38%, guaiacol, 0.06%, thymol 2.5%, creosote 0.25%.—*Am. J. Pharm.* 102, 146-54 (1930).

# ESSENTIAL OILS AROMATIC CHEMICALS

*Prime Raw Materials for Soapmaking*

MADE IN FRANCE

Phenylethyl Alcohol	Phenylacetic Aldehyde
Iso Eugenol	
Flosal (The original Amyl Cinnamic Aldehyde)	
Lavender Oil	Oak Moss Resin

**BENJ. FRENCH, INC.**

160 Fifth Avenue

New York

Agents for  
DESCOLLONGES FRERES  
Lyon, France.

Agents for  
PILAR FRERES  
Grasse, France.

Chicago Office  
549 W. Randolph Street

# "COLUMBIA BRAND"

Caustic  
Soda

Solid - Flake  
Ground - Liquid



Soda  
Ash

Light - Dense

## Columbia Chemical Division

Pittsburgh Plate Glass Co., Barberton, Ohio

---

## Quality -- Service

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*Address all communications to*

**THE ISAAC WINKLER & BRO. CO.**

*Sole Agents*

FIRST NATIONAL BANK BLDG.  
CINCINNATI, OHIO

50 BROAD STREET  
NEW YORK

Say you saw it in SOAP!

## Market Report on SOAP AND DISINFECTANT CHEMICALS

(As of September 8, 1930)

**N**EW YORK—The market for soap and disinfectant chemicals seemed to have an expectant air during the period recently concluded. With the summer let-down about over, and the fourth quarter approaching, business men all over the country began to look for the Fall recovery which has been predicted ever since the disastrous securities crash last Winter. After setting new low levels during the recent period the rosins finally made a show of strength and advanced substantially on what was said by some to be a wave of speculative buying. Alkali shipments were no larger than normal, but there was a general belief in the trade that they would expand shortly as the expected general revival of trade materializes. No change was noted in the glycerine situation, but dealers look for a firmer situation as soon as Fall activity among the anti-freeze producers starts.

No change was noted in the price of insect powder as the new crop approached.

### ALKALIS

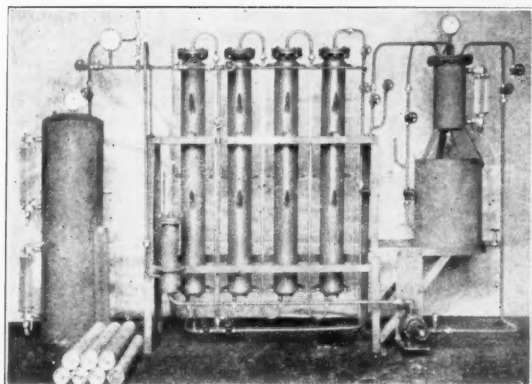
There was little change in the alkali market during the recent period, with buyers continuing to take average amounts for this season of the year and shipments running considerably under the record total for 1929. There was a change in outlook, however. Signs of improvement in the general business situation were apparent, and suppliers expected to see an expansion in demand for the various alkalis before the end of the year.

### GLYCERINE

The glycerine market was comparatively quiet during the recent period, with changes in quotations lacking. Buyers and sellers alike seem to be postponing commitments until more is known about what the needs of the anti-freeze trade will be this year.

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## Caustic Soda

{	<i>Fused or Solid Caustic Soda</i> <i>Liquid Caustic Soda</i> <i>Flake Caustic Soda</i> <i>Ground Caustic Soda</i>	} <div style="display: inline-block; vertical-align: middle; text-align: left;"> <i>in Steel Drums</i>  <i>in Tank Cars</i>  <i>in Steel Drums</i>  <i>in Steel Drums</i>  <i>or Heavy Wooden</i>  <i>Barrels</i> </div>
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## Other HOOKER CHEMICALS

Liquid Chlorine — Bleaching Powder — Muriatic Acid — Monochlorobenzene  
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## INSECT POWDER

Quotations on insect powder declined early in the period but rose later on, as speculative interest was shown in the market. The result was that the closing prices showed no change from the closing prices of last period.

## NAVAL STORES

The action of one prominent producer in curtailing production of rosin recently seemed to be the signal for the end of the long period of declining prices. There was an upturn in the price curve this period, the advance being helped along by the entrance of speculative interest on the buying side of the market attracted by the exceptionally low prices. The closing schedule, considerably above last month's close, follows: B grade, \$6.00; H, \$6.10; K, \$6.15; N, \$6.30; WG, \$6.65; WW, \$7.60; wood works, \$4.40.

When soap made from sperm head oil by saponification with caustic soda at 150° C. is distilled at 200° C. and 13 millimeters pressure, wax alcohols, chiefly oleyl and cetyl, are obtained. The residue from distilling the wax alcohols have no fishy smell and are soluble in warm water.—*J. Soc. Chem. Ind. Japan* 32, Suppl. Bin. 253-4 (1929).

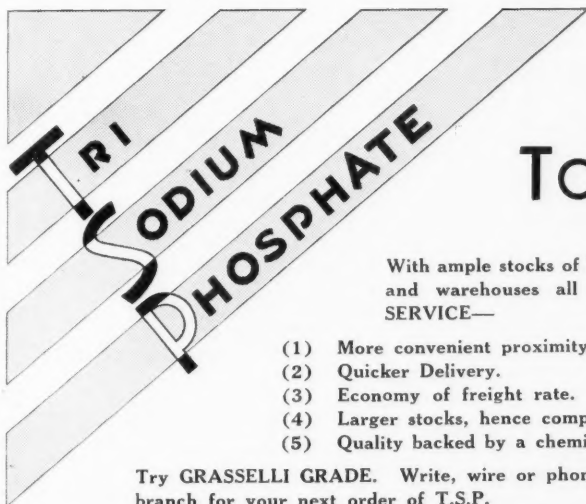
## June Glycerine Imports Down

Imports of crude glycerine into United States during June, 1930, totaled 935,870 lbs., worth \$55,819, while imports of refined glycerine were 124,759 lbs., valued at \$10,587.

The following figures give in pounds the imports of glycerine into United States over a period of years:

	Refined	Crude
1923 .....	585,792	14,548,660
1924 .....	1,500,644	14,427,054
1925 .....	2,059,565	19,248,695
1926 .....	10,732,246	27,701,142
1927 .....	8,268,071	14,784,615
1928 .....	4,287,587	4,501,727
1929 .....	5,493,421	14,488,676
Jan.-June, 1930 ...	933,450	4,566,513

McKesson & Robbins, Inc., earned net profit of \$1,409,116 during the six months ended June 30, as compared to \$1,962,933 earned during the same period in 1929. This was equal after preferred dividends to 61c, a share on the common, as against \$1.50 for the same period last year. A quarterly dividend of 25c a share on the common and 87½c, a share on the preferred stock have been declared, both payable Sept. 15 to stock of record Sept. 5.



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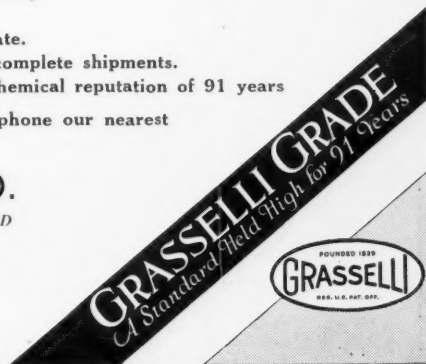
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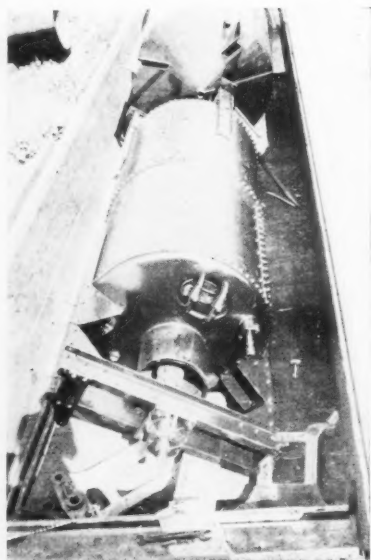
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## Market Report on TALLOW, GREASES AND OILS

(As of September 9, 1930)

**N**EW YORK—Several situations which developed last period as a result of the serious drought in the middle-western part of United States made their existence felt in price quotations in the oil and fat market during the recent period. Corn oil was quoted higher, and lard had also advanced as a result of the prospect of less grain to feed to hogs. Tallow, on the other hand, was lower, since lack of grazing territory had sent abnormally large shipments of cattle to the packing companies. Several new situations were also uncovered in other markets. Reports from abroad stated that the European olive oil crop had been damaged, with the result that quotations were raised abruptly. Coconut oil and palm oil, however, were reduced in price as freer offerings were made. The greases declined as the market developed an easier tone. Stearine was priced higher as better inquiry

was noted. The cottonseed oil market was quiet and prices showed little change. Linseed oil quotations were reduced sharply by crushers.

### COCONUT OIL

Copra prices declined to a new low for recent months,  $3\frac{1}{4}$ ¢ lb., during the recent period, as demand failed to improve. New York tanks can now be obtained for as low as  $5\frac{3}{4}$ ¢ lb., a very attractive figure when compared with previous prices.

### CORN OIL

Corn oil advanced  $\frac{1}{4}$ ¢ lb. to  $7\frac{1}{4}$ ¢ for mill tanks, as it became apparent that the severe drought had damaged the crop.

### COTTONSEED OIL

There was little activity in the cottonseed oil market during the recent period with the exception of a movement on the part of shorts to cover when they became alarmed at the

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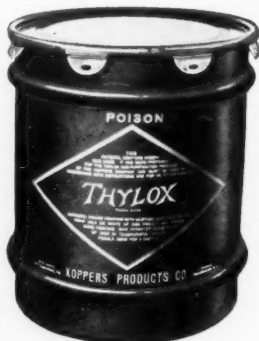
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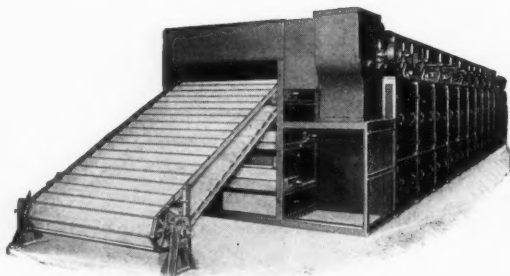
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prospect of possible crop damage from the hurricane which swept over San Domingo.

#### GREASE

A quiet market in this product saw a slight decline, as offerings increased and foreign and domestic demand showed no improvement.

#### LARD

Lard quotations were advanced sharply during the period, standing at  $11\frac{3}{4}$ c lb. for prime steam lard at the close, as against  $10\frac{1}{2}$ c a month before. Damage to the corn crop from lack of rain was the principal cause of this advance, with offerings smaller as sellers realized their strategic position. Consumers were not inclined to cover requirements at the advance, and showed a disposition to wait until the extent of damage to the corn crop could be more accurately determined.

#### OLIVE OIL

Reports from producing areas were to the effect that the European olive crop had been damaged to a considerable extent. This led to a sharp advance in quotations on olive oil and foots. Prices this year have been considerably below normal due to the large crop last year.

#### PALM OIL

Palm and kernel oils were quoted lower this period as demand was light and competition developed among suppliers.

#### TALLOW

As suggested last month, tallow prices weakened after the recent rise and were back to  $5\frac{1}{4}$ c lb. for city extra tallow at the close of the recent period. Larger shipments of cattle to packing centers, as a result of lack of grazing areas, were made recently, leading to expansion in supply and lower prices.

### Olive Oil Tariff Hearings

Pursuant to the resolution passed by Congress on July 22, authorizing a special investigation of the differences in costs of production of domestic and foreign olive oil, the U. S. Tariff Commission announces that public hearings will be held at the office of the Commission at Washington, or at such other place as may be later designated, covering the differences in costs of production of, and all other facts and conditions affecting the production of olive oil, being wholly or in part the product of the United States, and with respect to similar articles wholly or in part the product of competing foreign countries.



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## Acme Vegetable Oils

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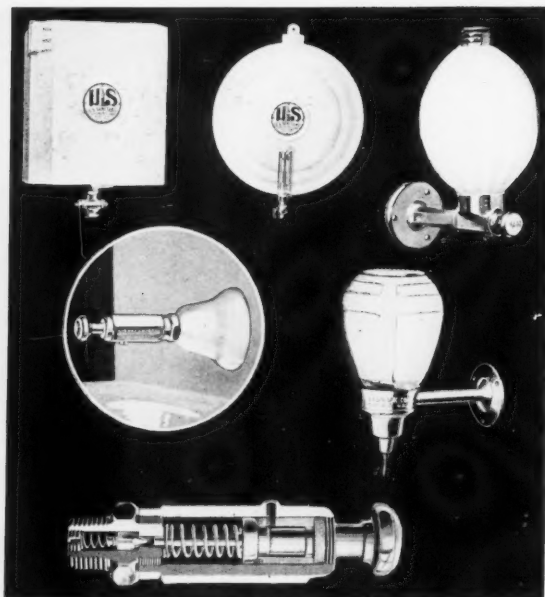
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No. 2 Corn Oil	Cold Pressed Men-
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Linseed Oil Fatty Acid	Oil
Cottonseed Fatty Acid	Crude California Sar-
Super Cochín Cocoa-	dine Oil
nut Oil	Recovered Lard Oil
Ceylon Coconut Oil	Boiled Down Cotton-
Cocanut Oil Fatty	seed Soap
Acid	Acidulated Palm Oil
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## CURRENT PRICE QUOTATIONS

### Chemicals

Acetone, C. P. drums .....	lb.	11 1/4	.14	Lanolin, see Adeps Lanae.			
Acid. Boric, bbls. 99 1/2% .....	ton	135.00	162.50	Lime, live, bbls. ....	per bbl.	1.70	2.20
Cresylic, 97%, dk., drums .....	gal.	.55	.60	Menthol, cases .....	lb.	4.10	4.30
97-99%, pale drums .....	gal.	.60	.70	Synthetic, tins .....	lb.	3.00	3.65
Formic, 90%, tech. ....	lb.	10 1/2	.12	Mercury Bichloride, kegs .....	lb.	1.65	1.80
Oxalic, bbls. ....	lb.	11 1/2	11 1/2	Naphthalene, ref. flakes, bbls. ....	lb.	04 1/2	.05 1/2
Salicylic, tech. ....	lb.	.33	.37	Nitrobenzene (Myrbane) drums .....	lb.	.09 1/2	.10 1/2
Adeps Lanae, hydrous, bbls. ....	lb.	.14	.15	Paradichlorobenzene, bbls., kegs. ....	lb.	.17	.23
Anhydrous, bbls. ....	lb.	.15	.16	Paraformaldehyde, kegs .....	lb.	.38	.39
Alcohol, Ethyl, U. S. P., bbls. ....	gal.	2.63	2.74	Petrolatum, bbls. (as to color) .....	lb.	.02 3/4	.08 3/4
Complete Denat. No. 5, drums, ex. gal. ....	gal.	.49	.54	Phenol, (Carbolic Acid), drums .....	lb.	.14 3/4	.15
Alum, potash, lump .....	lb.	—	.03 1/2	Pine Oil, bbls. ....	gal.	.62	.72
Ammonia Water, 26° drums wks. ....	lb.	.03	.03 1/2	Potash, Caustic, drums .....	lb.	.06 1/2	.06 3/4
Ammonium Carbonate, tech., bbls. ....	lb.	10 1/2	11 1/2	Flake .....	lb.	.06 1/2	.08
Bay Rum, Porto Rico, denat. bbls. gal. ....	gal.	.75	.80	Potassium Bichromate, casks .....	lb.	.09	.09 3/4
St. Thomas, bbls. ....	gal.	.75	.80	Pumice Stone, powd. ....	100 lb.	2.50	4.00
Domestic, bbls. ....	lb.	.70	.75	Rosins (600 lb. bbls. gross for net) —			
Bleaching, Powder, drums, 100 lb. ....	ton	2.00	2.60	Grade B to H, basis 280 lbs. ....	bbl.	6.00	6.10
Borax, pd., cryst., bbls. kegs. ....	ton	66.00	77.50	Grade K to N .....	bbl.	6.15	6.30
Carbon Tetrachloride, car lots. ....	lb.	.06 1/4	.07	Grade WG and WW .....	bbl.	6.65	7.60
Carbon Tetrachloride, L. C. L. ....	lb.	.06 1/2	.10	Wood, works .....	bbls.	—	4.10
Caustic, see Soda Caustic, Potash Caustic				Rotten Stone, powd., bbls. ....	lb.	.02 1/2	.04 1/2
China Clay, filler .....	ton	10.00	25.00	Silica, Ref. floated .....	ton	22.00	30.00
Cresol, U. S. P., drums .....	lb.	.14	.17	Soap, Mottled 40 lb. box .....	lb.	.15	—
Cresote Oil, tanks .....	gal.	.13	.16	Powdered White, U. S. P. ....	lb.	.25	.27
Formaldehyde, bbls. ....	lb.	.07 1/4	.07 3/4	Green, U. S. P. ....	lb.	.07 1/4	.07 1/2
Fullers Earth .....	ton	15.00	30.00	Whale Oil, bbls. ....	lb.	.04	.05 1/4
Glycerine, C. P., drums .....	lb.	.13	.13 1/2	Soda Ash., Contract, wks., bags, bbls.			
Dynamite, drums .....	lb.	.11	.11 1/2	100 lb. ....	100 lb.	1.32	1.55
Saponification, tanks .....	lb.	.09	.09 1/2	Five bbls., up. local .....	100 lb.	2.34	2.49
Soaps, Lye, tanks .....	lb.	.06 3/4	.07	Soda Caustic, Cont., wks., sld. ....	100 lb.	2.90	—
Hexalin, drums .....	lb.	—	.60	Five drums up, solid, local .....	100 lb.	3.76	3.91
Kieselguhr, bags .....	ton	35.00	—	Five drums up, grnd. flk. ....	100 lb.	4.16	4.31
				Soda Sal., bbls. ....	100 lb.	1.00	1.15
				Sodium Bifluoride .....	lb.	17 1/2	.19
				Sodium Chloride (Salt) .....	ton	20.60	25.00

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Sodium Fluoride, bbls. ....lb.	.081 $\frac{1}{2}$	.09
Sodium Hydrosulphite, bbls. ....lb.	.23	.27
Sodium Silicate, 40 deg., drum. 100 lb.	.70	.80
Drums, 60 deg., wks. ....100 lb.	1.65	—
In tanks, 10c less per hundred works.		
Tar Acid Oils, 15-25% ....gal.	.26	.30
Trisodium phosphate, bbls. ....lb.	.033 $\frac{3}{4}$	.04
Zinc Oxide, lead free ....lb.	.061 $\frac{1}{2}$	.07
Zinc Stearate, bbls. ....lb.	.24	.26

### Oils—Fats—Greases

Castor, No. 1, bbls. ....lb.	121 $\frac{1}{2}$	.121 $\frac{1}{2}$
No. 2, bbls. ....lb.	.113 $\frac{1}{4}$	.10
Tanks, Coast ....lb.	.061 $\frac{1}{2}$	.063 $\frac{3}{8}$
Coconut, tanks, N. Y. ....lb.	.053 $\frac{1}{4}$	.06
Fatty acids, mill, tanks ....lb.	.081 $\frac{1}{2}$	Nom.
Cod, Newfoundland, bbls. ....gal.	.52	.54
Copra, bulk, Coast ....lb.	.031 $\frac{1}{4}$	—
Corn, tanks, mills ....lb.	.071 $\frac{1}{4}$	.071 $\frac{1}{2}$
Bbls., N. Y. ....lb.	.09	Nom.
Fatty acid ....lb.	.071 $\frac{1}{4}$	Nom.
Cottonseed, crude, tanks, mill ....lb.	.063 $\frac{1}{4}$	.07
PSY ....lb.	.081 $\frac{1}{2}$	—
Fatty Acids, mill, bbls. ....lb.	.073 $\frac{1}{4}$	Nom.
Degras, Amer., bbls. ....lb.	.033 $\frac{1}{4}$	.041 $\frac{1}{2}$
English, bbls. ....lb.	.041 $\frac{1}{2}$	.05
German, bbls. ....lb.	.031 $\frac{1}{4}$	.033 $\frac{1}{4}$
Neutral, bbls. ....lb.	.07	.09
Greases, choice white, bbls., N. Y. ....lb.	.05	.061 $\frac{1}{2}$
Yellow ....lb.	.041 $\frac{1}{2}$	.043 $\frac{1}{4}$
Brown ....lb.	.043 $\frac{3}{8}$	.041 $\frac{1}{2}$
House ....lb.	.041 $\frac{1}{2}$	.043 $\frac{1}{4}$
Lard, prime, steam, tierces ....lb.	.113 $\frac{1}{4}$	—
Compound tierces ....lb.	.103 $\frac{1}{2}$	.103 $\frac{1}{4}$
Lard Oil, edible prime ....lb.	.131 $\frac{1}{4}$	—
Extra, bbls. ....lb.	.10	—
Extra, No. 1 bbls. ....lb.	.093 $\frac{3}{4}$	—
No. 2, bbls. ....lb.	.091 $\frac{1}{4}$	—
Linseed, raw, bbls., spot ....lb.	.1060	.1140
Tanks, raw ....lb.	—	.1000
Boiled, 5 bbls. lots ....lb.	—	.1180
Menhaden, Crude, tanks, Balt. ....gal.	.27	.29
Oleo Oil, No. 1, bbls., N. Y. ....lb.	.103 $\frac{3}{4}$	—
No. 2, bbls., N. Y. ....lb.	.097 $\frac{3}{8}$	—
Olive, denatured, bbls., N. Y. ....gal.	.85	.88
Shipments ....gal.	.88	.90
Foots, bbls., N. Y. ....lb.	.067 $\frac{3}{8}$	.07 $\frac{3}{8}$
Shipments ....lb.	.063 $\frac{1}{4}$	—
Palm, Lagos, casks spot ....lb.	.053 $\frac{1}{4}$	.06
Shipments ....lb.	.051 $\frac{1}{2}$	.053 $\frac{3}{8}$
Niger casks, spot ....lb.	.051 $\frac{1}{2}$	.053 $\frac{1}{4}$
Shipments ....lb.	.051 $\frac{1}{4}$	—
Palm Kernel, pkgs. ....lb.	.06	.061 $\frac{1}{4}$
Tank cars ....lb.	.053 $\frac{1}{4}$	—
Peanut, refined, bbls., N. Y. ....lb.	.113 $\frac{1}{4}$	Nom.
Crude, bbls., N. Y. ....lb.	.091 $\frac{1}{4}$	.093 $\frac{1}{4}$
Red Oil, distilled, bbls. ....lb.	.091 $\frac{1}{4}$	.093 $\frac{3}{8}$
Saponified, bbls. ....lb.	.091 $\frac{1}{4}$	.093 $\frac{3}{8}$
Tanks ....lb.	.081 $\frac{1}{4}$	—
Soya Bean, crude tks., Pac. Coast. ....lb.	.083 $\frac{1}{4}$	.09
Crude bbls., N. Y. ....lb.	.193 $\frac{1}{4}$	.11
Refined, bbls., N. Y. ....lb.	.121 $\frac{1}{2}$	.123 $\frac{1}{4}$
Stearic Acid		
Double Pressed ....lb.	.13	.131 $\frac{1}{2}$
Triple pressed, bgs. ....lb.	.15	.151 $\frac{1}{2}$
Stearine, oleo, bbls. ....lb.	.093 $\frac{1}{4}$	.091 $\frac{1}{2}$
Tallow, special, f. o. b. plant ....lb.	.65	—
City, ex. loose, f. o. b. plant ....lb.	.651 $\frac{1}{4}$	—
Tallow, oils, acidless, tanks, N. Y. ....lb.	—	.09
Bbls., c/l, N. Y. ....lb.	—	.091 $\frac{1}{4}$
Whale, nat. winter bbls., N. Y. ....gal.	.76	.78
Blehd., winter, bbls., N. Y. ....gal.	.79	.80
Extra blehd., bbls., N. Y. ....gal.	.81	.82

*for your soap products —*

STAUFFER BRAND

# Caustic Soda

"STAUFFER BRAND" Caustic Soda can be supplied either solid or liquid, in drums or tank cars. It is uniform, pure and worth while using in your soap products. Send your next Caustic Soda inquiry to us.

*also makers of Carbon Tetrachloride for cleaners*



**STAUFFER CHEMICAL COMPANY**

Plants  
Niagara Falls, N. Y.  
Los Angeles, Cal.

Office  
420 Lexington Ave.  
New York City

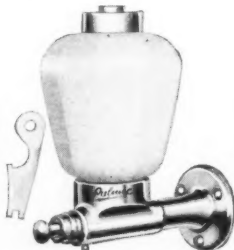
**Palmer's**  
MULTI-SERVICE  
PRODUCTS

## Perfected Soap Dispensing Equipment



With exclusive patented features of replaceable globe and valve, without removing bracket from the wall. Clear globes, opal globes, metal globes, nickel or chromium finish. Palmer

Soap Dispensers are manufactured in all type brackets, suitable for all installations, also gravity valve tanks and equipment for tank systems.



We also manufacture the best inexpensive soap dispenser on the market. Send for literature and quotations.

**JOBBERs**—have found that the additional advantages in our Aromazon Disk (over the ordinary paradichlorobenzol block) influence many purchasers. Quite a num-



ber who formerly made their own blocks are now doing a bigger and more profitable business on our Aromazon, because of the unusual container and uniform condition when used. **WHY DON'T YOU!!!**

We also make urinal cakes and crystals, packed in an attractive, lithographed can.

**PALMER PRODUCTS, Inc.**  
WAUKESHA WISCONSIN

**International Brokers**

*Specialists in*

**VEGETABLE OILS**  
**OILSEEDS—OIL CAKES**  
**GLYCERIN**



**COPRA**  
**COCONUT OIL**  
**PALM OIL**  
**PALM KERNEL OIL**  
**TALLOW**

**PEANUT OIL**  
**SOYA BEAN OIL**  
**CORN OIL**  
**SUNFLOWER OIL**  
**SESAME OIL**  
**RAPESEED OIL**

**WHALE OIL**

**FISH OILS**

**SOAP STOCK—FOOTS**  
**ACIDULATED OILS**  
**HYDROGENATED OILS**

**Brown-Edwards Co.**  
INCORPORATED

40 Rector St.

New York, N. Y.

208 So. LaSalle St.

Chicago, Ill.

Say you saw it in SOAP!

**Essential Oils**

Almond, Bitter, U. S. P. ....lb.	2.50	2.75	Geranium, African, cans.....lb.	4.00	4.25
Bitter, F. F. P. A. ....lb.	2.90	3.10	Bourbon, tins .....lb.	4.25	4.50
Sweet, cans .....lb.	.56	.57	Hemlock, tins .....lb.	1.00	1.10
Apricot, Kernel, cans .....lb.	.32	.33	Lavender, U. S. P., tins .....lb.	2.60	5.00
Anise, cans .....lb.	—	—	Spike, Spanish, cans .....lb.	.75	.90
U. S. P. cans .....lb.	.90	.97	Lemon, Ital., U. S. P. ....lb.	1.15	1.30
Araucaria, cases .....lb.	1.75	1.80	Lemongrass, native, cans .....lb.	.64	.65
Bay, tins .....lb.	2.10	2.25	Linaloe, Mex., cases .....lb.	2.15	2.30
Bergamot, coppers .....lb.	2.65	2.80	Neroli Artificial .....lb.	10.00	20.00
Artificial .....lb.	2.00	2.25	Nutmeg, U. S. P., tins .....lb.	1.40	1.45
Birch Tar, rect., bot. ....lb.	.41	.43	Orange, Sweet, W. Ind., tins .....lb.	2.60	2.70
Crude, tins .....lb.	.12	.13	Italian, cop. ....lb.	2.60	3.00
Bois de Rose, Brazilian .....lb.	.90	1.00	Distilled .....lb.	1.30	1.50
Cayenne .....lb.	1.65	1.70	Origanum, cans tech. ....lb.	.25	.30
Cade, cans .....lb.	.24	.27	Patchouli .....lb.	5.70	5.80
Cajuput, native, tins .....lb.	.75	.80	Pennyroyal, dom. ....lb.	1.65	1.70
Calamus, bot. ....lb.	2.75	3.00	Imported .....lb.	1.15	1.20
Camphor, Sassy, drums .....lb.	.23	.25	Peppermint, nat. cases .....lb.	2.20	2.25
White, drums .....lb.	.21	.23	Redls., U. S. P., cases .....lb.	2.40	2.50
Cananga, native, tins .....lb.	2.50	2.75	Petit Grain, S. A., tins .....lb.	1.50	1.55
Rectified, tins .....lb.	3.00	3.25	Pine Needle, Siberian .....lb.	.65	.70
Caraway Seed .....lb.	1.70	1.75	Rose, Natural .....oz.	14.00	21.00
Cassia Redistilled, U. S. P., cans..lb.	1.20	1.25	Artificial .....oz.	2.00	2.75
Cedar Leaf, tins .....lb.	1.00	1.10	Rosemary, U. S. P., drums .....lb.	.40	.45
Cedar Wood, light, drums .....lb.	.40	.42	Tech., lb. tins .....lb.	.30	.35
Citronella, Java, drums .....lb.	.56	.59	Sandalwood, E. Ind., U. S. P. ....lb.	8.00	8.50
Citronella, Ceylon, drums .....lb.	.49	.51	Australian .....lb.	5.65	—
Cloves, U. S. P., cans .....lb.	1.60	1.70	West Indian (Amyris) .....lb.	1.95	2.25
Copaiba .....lb.	.55	.60	Sassafras, U. S. P. ....lb.	1.20	1.30
Eucalyptus, Austl., U. S. P., cans—lb.	.43	.45	Artificial .....lb.	.29	.32
Fennel, U. S. P., tins .....lb.	.90	1.05	Spearmint, U. S. P. ....lb.	3.00	3.25
			Thyme, red, U. S. P. ....lb.	.70	.80
			White, U. S. P. ....lb.	.85	.90
			Tech. ....lb.	.60	.70
			Vetivert, Bourbon .....lb.	5.90	6.00
			Java .....lb.	20.00	22.00
			Ylang Ylang, Bourbon .....lb.	6.50	7.00

*for Soap and Cosmetic Manufacturers*

# LANUM

## ANHYDROUS

(Lanolin Anhydrous)

LANUM ANHYDROUS is Merck's special grade of wool-fat highly refined for soap and cosmetic manufacturers.

*Write for price and sample*

## MERCK & CO. INC.

MANUFACTURING CHEMISTS

Industrial Division;  
916 Parrish St.  
Philadelphia

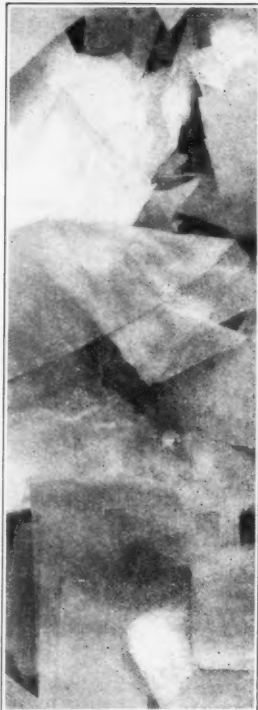
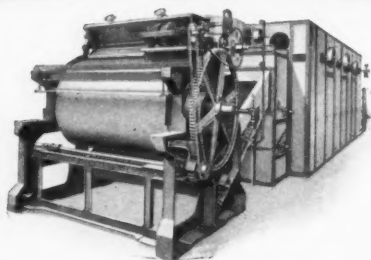
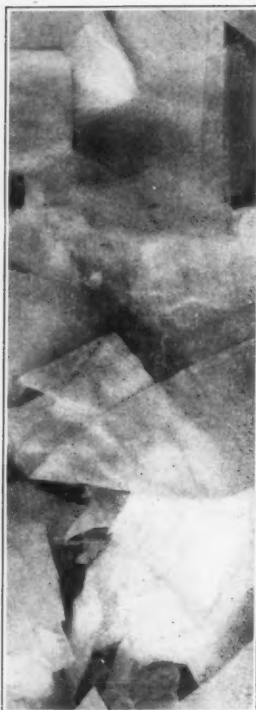
161 Sixth Avenue  
New York

Rahway, N. J.

4528 So. Broadway  
St. Louis

In Canada:  
MERCK & CO. LTD.  
Montreal





## THIN CHIPS!

This new Proctor Dryer produces Soap Chips of transparent thinness—exactly the kind now in popular demand for package laundry soap—also the chip that can be produced most efficiently in making cake toilet soap.

New throughout—new chilling rolls—new dryer, this machine not only produces the most satisfactory soap chip, but it excels in high capacity, saving of floor space, reduced steam consumption, low cost of operation. Write.

PROCTOR & SCHWARTZ, Inc.  
PHILADELPHIA

## METZNER & OTTO

Leipzig, Germany

Essential Oils

Aromatic Chemicals

*We invite your inquiries, especially on*

### LAVENDESTER (M & O)

the latest Metzner & Otto product. A most satisfactory and extremely economical substitute for Lavender

also

Safrol and Sassafras Art.

*Sole Agents for U. S. and Canada*

## EURO-AMERICAN CORPORATION

MAIN OFFICE AND LABORATORY

125 N. J. RAILROAD AVE., NEWARK, N. J.

Say you saw it in SOAP!

## Aromatic Chemicals

Acetophenone, C. P. ....lb.	3.25	3.50
Amyl Cinnamic Aldehyde ....lb.	4.00	8.00
Anethol ....lb.	1.90	2.10
Benzaldehyde, tech. ....lb.	.60	.65
F. P. C. ....lb.	1.10	1.30
Benzyl Acetate ....lb.	.75	.90
Alcohol ....lb.	1.20	1.25
Citral ....lb.	2.75	4.00
Citronellal ....lb.	2.00	3.50
Citronellol ....lb.	3.00	5.00
Citronellyl Acetate ....lb.	13.00	14.00
Coumarin ....lb.	3.40	3.60
Diphenyl oxide ....lb.	1.15	1.25
Eucalyptol U. S. P. ....lb.	.85	.95
Eugenol, U. S. P. ....lb.	3.50	3.75
Geraniol, Domestic ....lb.	2.65	2.75
Imported ....lb.	3.00	3.25
Geranyl Acetate ....lb.	2.75	3.50
Heliotropin, dom. ....lb.	1.90	2.00
Imported ....lb.	2.35	2.60
Hydroxycitronellal ....lb.	5.50	6.00
Indol, CP ....oz.	6.00	6.50
Ionone ....lb.	5.00	10.00
Iso-Eugenol ....lb.	5.00	5.50
Linalool ....lb.	3.00	4.00
Linalyl Acetate ....lb.	3.75	5.00
Menthol ....lb.	4.15	4.30
Methyl Acetophenone ....lb.	3.00	3.50
Anthraniolate ....lb.	2.40	2.60
Paracresol ....lb.	8.00	9.00
Salicylate, U. S. P. ....lb.	.40	.43
Musk Ambrette ....lb.	6.50	7.00
Ketone ....lb.	7.50	8.00
Xylene ....lb.	2.60	3.00

Phenylacetaldehyde ....lb.	7.00	8.00
Phenylacetic Acid, 1 lb. bot. ....lb.	3.00	4.00
Phenylethyl Alcohol, 1 lb. bot. ....lb.	4.50	6.50
Rhodinol ....lb.	9.00	18.00
Safrol ....lb.	.33	.35
Terpineol, CP, 1,000 lb. drs. ....lb.	.30	.32
Cans ....lb.	.31	.33
Terpinyl Acetate, 25 lb. cans ....lb.	.80	1.15
Thymol, U. S. P. ....lb.	2.20	2.40
Vanillin, U. S. P. ....lb.	5.00	7.00
Yara Yara ....lb.	1.50	2.50

## Miscellaneous

Insect Powder, bbls. ....lb.	.25	.27
Concentrated Extract ....lb.	2.00	2.10
Gums—		
Arabic, Amb. Sts. ....lb.	.15	.16
White, powdered ....lb.	.21	.25
Karaya ....lb.	.13	.27
Tragacanth, Aleppo, No. 1 ....lb.	1.28	1.40
Sorts ....lb.	.40	.45
Turkish, No. 1 ....lb.	.90	.95
Waxes—		
Bayberry, bgs. ....lb.	.22	.25
Bees, white ....lb.	.48	.52
African, bgs. ....lb.	.24	.25
Refined, yel. ....lb.	.34	.36
Candelilla, bgs. ....lb.	.16½	.17
Carnauba, No. 1 ....lb.	.26	.27
No. 2, Yel. ....lb.	—	Nom.
No. 3, Chalky ....lb.	.18	.18½
Japan, cases ....lb.	.13	.13½
Paraffin, ref. 125-130 ....lb.	.04¼	.05¾

## TERPINEOL, C. P.

Water White—Fine Odor—One of the Best  
Low Cost Odors for Soaps, Fly Sprays,  
Deodorizing Blocks, etc.

## MENTHOL, Synthetic

White Crystals with Fine Natural Odor for  
mentholated shaving creams, soaps,  
shampoos, lotions, creams.

## CAMPHOR

Synthetic

## THYMOL

U. S. P. Crystals

Products of  
Schering-Kahlbaum  
A. G., Berlin

SCHERING CORPORATION 110 William Street  
New York, N. Y.

Sole Import and Sales Agents in the U. S. A. for the Manufacture.

Stock Carried at New York



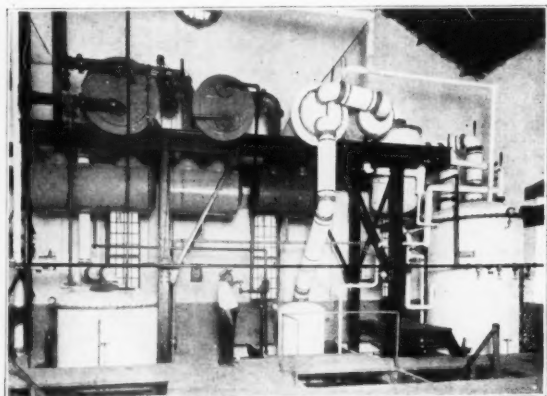
Say you saw it in SOAP!



## GLYCERINE REFINING PLANTS

The most efficient Glycerine Refining Plant operating with the lowest refining loss and the highest yield of finished product.

The outstanding features of the WURSTER & SANGER process and equipment are:



WURSTER & SANGER GLYCERINE DISTILLATION PLANT

1. Highest yield of distilled glycerine.
2. Highest percentage of finished glycerine obtained on direct distillation, eliminating rehandling and losses.
3. Lowest steam consumption.
4. Extreme simplicity of operation.
5. Compactness of the plant.
6. Low operating costs.

New Plants Designed—

Old Plants Remodeled

### Complete Plants for

Crude, Dynamite and C. P. Glycerine  
Laundry, Toilet and Liquid Soaps  
Spray-Process Soap Powder  
Fatty Acid Distillation  
Fat Splitting, Stearic Acid and Red Oil  
Refining of Fats and Oils  
Hydrogenation of Oils

WURSTER & SANGER, INC.  
5201 Kenwood Avenue  
Chicago

Fully Patented.



*All Sizes!  
All Speeds!  
Easily Attached  
to Any Shape Tank*

**YOU TOO, NEED LIGHTNIN MIXERS!**  
Every day in leading plants where soap solutions are mixed *LIGHTNIN* Portable Mixers are simplifying operations with:

### LESS MIXING MACHINERY!

Simplicity in construction means less first cost . . .  
fewer wearing members . . . lower operating  
cost . . . no upkeep expense.

### BETTER MIXING RESULTS!

Long records of satisfactory service in leading soap factories prove the quality of *LIGHTNIN* performance. Better mixing results have made them possible.

## MIXING EQUIPMENT CO., INC.

Originators and Largest Manufacturers of Portable Electric Mixers

1014 Garson Avenue  
Rochester, New York

Branch Office and Sales Rooms  
229 E. 38th St., New York, N. Y.

# LIGHTNIN MIXERS

Say you saw it in SOAP!

(Continued from Page 43)

Item No.	Article	Price in Standard Package		Unit	Standard Package
		Definite	Additional		
	(2) 32 pounds to dozen .....	6.00	6.00	dozen....dozen.	
	(3) 36 pounds to dozen .....	6.75	6.75	dozen....dozen.	
	(b) Stable, 5-string .....	...	6.50	dozen....dozen.	
	(c) Fiber—				
	(1) Soft .....	...	...	dozen....dozen.	
	(2) Medium .....	...	...	dozen....dozen.	
	(3) Stiff .....	...	...	dozen....dozen.	
	(4) Extra stiff .....	...	...	dozen....dozen.	
10692	Lye, concentrated; 16-ounce cans; 48 to case .....	.75	.75	doz. cans. case.	
10720	Mop handles:				
	(a) Wire .....	...	1.75	dozen....dozen.	
	(b) Extra heavy—				
	(1) Screw type .....	6.38	6.90	dozen....dozen.	
	(2) Clamp type .....	2.30	2.35	dozen....dozen.	
10728	Mops:				
	(a) Cotton—				
	(1) 9 lbs. per doz. ....	2.02	2.23	dozen....dozen.	
	(2) 12 lbs. per doz. ....	2.69	2.97	dozen....dozen.	
	(3) 15 lbs. per doz. ....	3.36	3.73	dozen....dozen.	
	(4) 24 lbs. per doz. ....	5.38	5.94	dozen....dozen.	
	(5) Cuspidor .....	1.15	1.20	dozen....dozen.	
	(b) Cotton oil treated .....	5.40	5.40	dozen....dozen.	
	(c) Oil for oil treated mops .....	.24	.24	quart....can.	
	(d) Rope, soft, absorbent—				
	(1) 9 lbs. per doz. ....	...	1.98	dozen....dozen.	
	(2) 12 lbs. per doz. ....	2.63	2.73	dozen....dozen.	
	(3) 15 lbs. per doz. ....	3.29	3.40	dozen....dozen.	
	(4) 24 lbs. per doz. ....	5.26	5.38	dozen....dozen.	
10802	Soda, laundry:				
	(a) 100-pound bags .....	...	...	pound....bag.	
	(b) 300-pound barrels .....	.0167	.0174	pound....barrel.	

# PERFUME » »

The first thought of the  
consumer when buying soap

HAVE you ever noticed how, instinctively, men and particularly women, lift a cake of soap to their nostrils to sense the odor? Let Wrisley assist you in developing a sales starting perfume for your private formula soap. We have been at it "man and boy" since 1862.

*Our facilities enable us to furnish bulk and private brand soap of nearly every kind and variety.*

**ALLEN B. WRISLEY CO.**  
6801 W. 65th St. CHICAGO

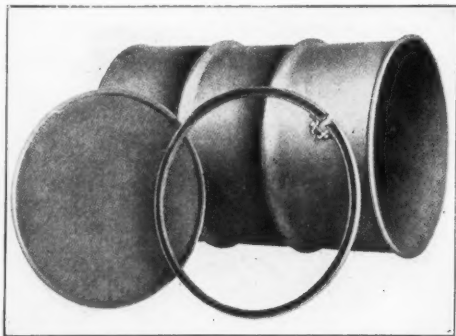
Chicago Display Room  
Merchandise Mart

New York Display Room  
347—5th Avenue

A new type

## REMOVABLE HEAD DRUM

at an extremely low price!



A sturdy low cost one-time open head drum in 15, 30 and 55 gal. sizes of particular interest to shippers of soft soaps, disinfectants, glycerin, insecticides, etc. Send for complete details and prices.

*Also manufacturers of heavy I. C. C. returnable open head drums, 30 and 55 gals., lead lined, rubber lined, hot dipped galvanized or tinned drums and 2½, 5, 6 gal. pails.*

*Let us quote you*

**REPUBLIC STEEL PACKAGE COMPANY**  
7933 Jones Road Cleveland, Ohio

## RAW MATERIALS for SOAP MAKERS

*Specializing in*

Olive Oil Foots  
Olive Oil  
Caustic Potash

Glycerine  
Empty Drums  
Fats, Oils, Greases

## PARSONS & PETIT

*Established 1857*

26 BEAVER STREET

NEW YORK

*Distributors for*

**DIAMOND ALKALI CO.**  
PITTSBURGH, PA.

Caustic Soda

Soda Ash

*Agents for*

**D. CORREALE SANTACROCE**  
REGGIO, CALABRIA

Bergamot, Lemon and Orange Oils

Say you saw it in SOAP!

### New Dry Cleaning Compounds

Because of their liberation of free alkali, the tendency in dry cleaning compounds has been away from sodium and potassium soaps to a great extent. The difficulty in the past has been to manufacture products from organic bases which would be efficient for cleansing operations. One of the latest developments along this line is trihydroxyethylamine linoleate, a yellow paste which is soluble in hot water, benzine, gasoline, ethylene dichloride, naphtha, and other similar solvents. The manufacturer, Glyco Products Co., Brooklyn, states that it is an efficient cleansing agent for fine fabrics and that smaller quantities are required than ordinary soaps. It is used in dry cleaning by dissolving in gasoline half to three-quarters as much as the soap ordinarily used. A concentrated solution is usually made up and kept on hand for diluting. This concentrate is made from approximately one part of the paste to two of solvent.

The use of ammonium linoleate paste, according to the same manufacturer, for rug cleaning in place of ordinary rug soaps, is gaining ground. This product is used much the same as regular soaps and liberates ammonia during use which tends to brighten colors of the rugs. It is suggested to be used in emulsion type of cleaners, such as seven pounds of linoleate paste, 12½ gallons of water, with added 13 gallons of gasoline, benzine, etc., which cream is later diluted with as much water as needed for the actual scrubbing.

As a result of the overproduction of olive oil in recent years and of the comparatively small domestic consumption and exports, large stocks have accumulated in the Greek market and the olive oil prices are continually dropping. The government has decided to establish an Office for the protection of Greek olives and olive oil, and contemplates buying all quantities of olive oil offered by domestic producers at prices to be determined on the basis of the oil's acidity.

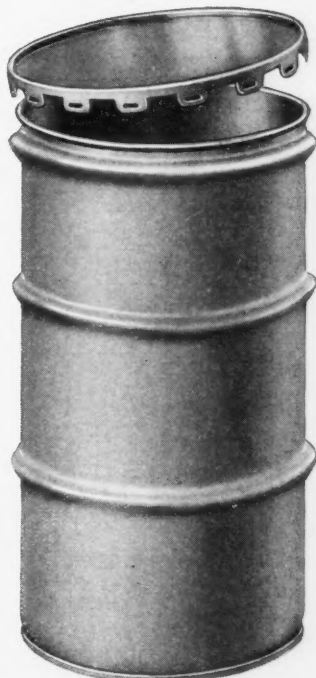
Exports of laundry soap from United States during June, 1930, totaled 3,671,558 lbs., valued at \$238,798, with the Philippines leading the purchasers by taking 1,086,376 lbs. at a price of \$61.265.

United States exported 235,859 lbs. of powdered and flaked soaps during June, 1930, the value of the material being \$23,661.

United States exported 67,799 lbs. of shaving soaps during June, 1930, the price of the total shipments being \$27,574.

## FASTER

*to fill and to seal*  
\* \* \* \* \*  
*to open and agitate*  
\* \* \* \* \*  
*to empty and clean!*



No. 8Z—15 to 55 gallons

Using this new full open head BENETCO drum brings to you each and every one of the advantages named above. Let us submit a sample of this drum for your inspection and tests.

### WILSON & BENNETT MFG. CO.

General Offices and Factory

6536 S. Menard Ave.

CHICAGO

Eastern Office

39 Cortlandt St.

NEW YORK

Sales Offices in Chief Cities



True  
to  
form...  
and  
to  
your  
formula

That which is rightfully expected of Silicate . . . in Soap formulae . . . is uniformly evidenced in

### "STANDARD" GRADE

Beyond the mere technique of manufacture, is the rigid observance of principles constituting an ideal . . . that which gives the name "Standard" its fullest significance, as applied to Silicate of Soda.

Specify it . . .  
always with supreme quality  
assurance.

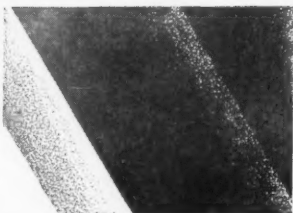


# Standard Silicate Company

CINCINNATI  
OHIO

OFFICE: 414 Frick Building,  
Pittsburgh, Pa.

FACTORIES: Marseilles, Ill.  
Lockport, N.Y., Cincinnati, O.  
Jersey City, N. J.



## They're Different

**PATTERSON AGITATOR UNITS** should not be confused with the ordinary agitator drive. Here is as rugged a piece of processing equipment as you can buy. Made in many styles and sizes, readily mounted on your present tanks, vats or kettles. Patterson agitators have rigid one-piece frames, ball-thrust bearings on stirrer shafts, machine cut gears and positive gear-guards. They are always in perfect alignment, are dust-proof and are equipped with an excellent lubricating system.

*Write for copy of the  
PATTERSON Mixer &  
Agitator catalog. It lists  
over 100 different mix-  
ers, agitators and stirrers.*

### The PATTERSON FOUNDRY & MACHINE COMPANY

Richard L. Cawood, President

East Liverpool, Ohio U. S. A.

New York  
Chicago

Philadelphia  
Los Angeles

**PATTERSON**  
MIXER and  
AGITATOR

Say you saw it in SOAP!

### Wharry Wins Oil Trades Golf Cup

A record turnout of approximately 120 members and guests attended the annual Fall golf tournament of the Oil Trades Association of New York, held at Briarcliff Lodge, Briarcliff, N. Y., Tuesday, September 9. In the annual golf tournament, George Wharry, of G. A. Wharry & Co., carried off first prize in Class A, with a gross 77, 10 handicap, net 67. His name will be engraved on the silver cup for which the oil traders compete each year. A second trophy was presented to the association by its president, Clifford T. Weihman, Smith-Weihman Co. It will be known as the Bert Squier cup in honor of Bert Squier, of Warren Lubricant Co., who for many years has been handling entertainment features for the association. Mr. Squier received a small replica of the cup, as will each winner. It is also planned to engrave the winner's name on the cup and let him keep it for a year. Competition will still be continued for the old cup, and it may be decided to offer one as a prize for low gross score with the other as low net prize.

Jack Dallan, of Brown-Edwards Co., won the low gross prize in Class B, with a 99-22-77, and C. M. Davison, Standard Oil Co. of N. J., won low net, with 99-30-69. Other

prize winners were as follows: Class A, 2nd, C. H. Scott, Scott Welded Products Co.; 3rd, C. A. Oettler, Fair-Chester Oil Co.; 4th, E. L. Cleaves, James B. Berry Sons' Co.; 5th, Frank W. Boyd, Service Station Equipment Co.; 6th, H. D. Carter, Oil Trading Co.; Class B, 3rd, Maxwell Katz, Town & Country Oil Corp.; 4th, W. H. Correa, Standard Oil Co. of N. Y.; 5th, Clifford T. Weihman, Smith-Weihman Co.; 6th, J. W. Baker, Philippine Refining Co. Winners of guest prizes were Messrs. Clements, Finch, Mahlstrom and Ireland. Trophies were presented during the group dinner.

Gibraltar Corrugated Paper Co., Inc., North Berben, N. J., has been purchased by Container Corp., of America, Chicago. The recently acquired Sefton plant will be merged with the Gibraltar Co. No change in the executive personnel of the companies is projected.

Florasynth Laboratories, Inc., New York, has been appointed sales representative for United States and Canada for Hortus, a French company which makes raw materials for perfume, it was announced recently by Louis A. Rossetti, president.

## *There is a Solution for your* **SOAP MANUFACTURING PROBLEMS**

**If your soap turns spotty**

**If you desire important savings**

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*I will come to your plant and solve your problems,  
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# INSECTICIDE AND DISINFECTANT REVIEW

*A Section of SOAP for Manufacturers of Disinfectants, Household  
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So Successful on O-Cedar Polish  
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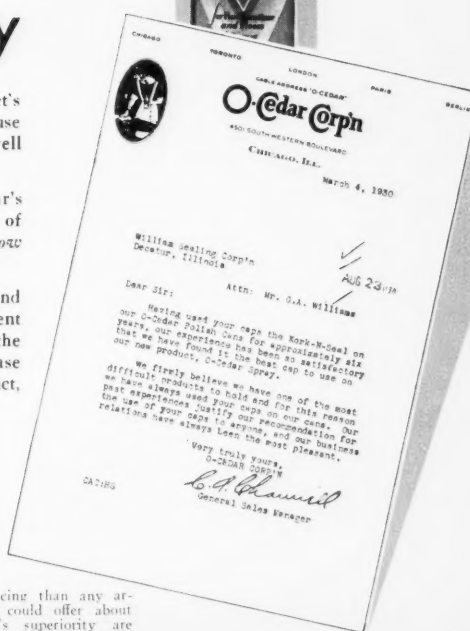


● Repeat business is the real proof of any product's real merit. Now O-Cedar has even extended its use for the cap with the little lever—sealing its spray, as well as polish, with Kork-N-Seal.

Just note the comments in the reproduction of O-Cedar's letter here. What it says about Kork-N-Seal is typical of what many other leading manufacturers believe and *know* is true.

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Williams Sealing Corporation, Decatur, Illinois.



More convincing than any arguments we could offer about Kork-N-Seal's superiority are letters like this. We have scores of them in our files. Read every word of this letter!



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**KORK-N-SEAL**  
THE CAP WITH THE LITTLE LEVER



*...bring an increase in your* **SALES ?**

A new and better container for a quality product properly merchandised has always helped to increase sales.

Continental's long experience, in assisting hundreds of manufacturers to solve their packaging problems, has demonstrated that "Packages that sell" can bring gratifying sales increases.

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Step by step, **ALSOP "Hy-Speed"** Equipment has wrought a great change in production methods during the last decade. There is no longer any economy in processing soaps and insecticides by old-fashioned, wasteful methods.

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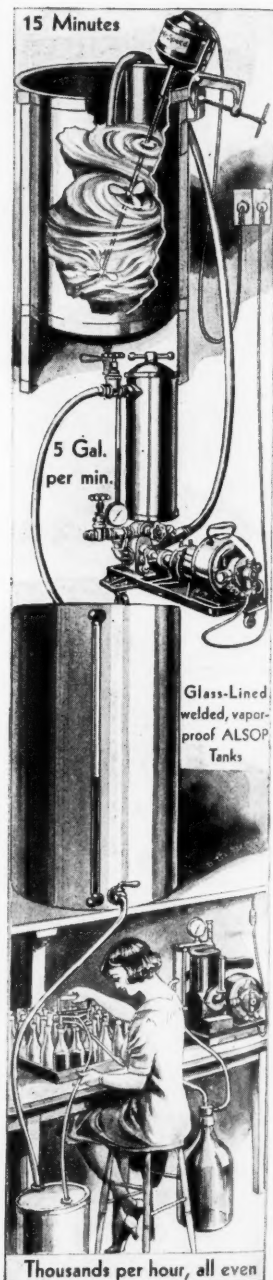
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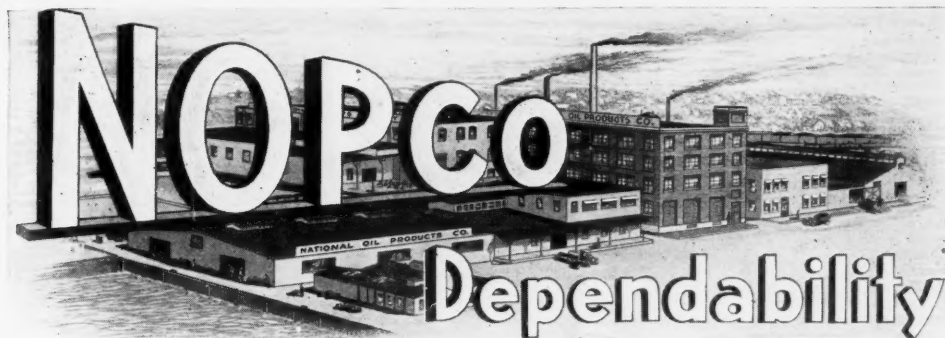
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It is also possible to add water and kerosene in varying proportions.

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also known as Liquor Cresolis Compositus, U. S. P., is made in exact accordance with the specifications of the U. S. Pharmacopoeia. Phenol coefficient  $2\frac{1}{2}$  to 3. Dilutes with water to form clear, amber colored solutions. Largely used by the medical profession, hospitals and veterinarians.

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A coal-tar product employed for killing mosquito larvae. Effective in dilutions of 20,000 to 40,000 to one. Superior to petroleum oil, as it is not affected by rainfall or wind and does not involve fire hazard.

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of the pyrethrum type, pleasantly scented. Quickly kills practically every type of crawling, flying and hopping insect. Light lemon color. Especially effective when used in the form of a spray.

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A fragrant pine product, made from pure steam-distilled pine oil according to the formula of the Hygienic Laboratory of the U. S. Public Health Service. Mixes freely with water to form good milk emulsions, with pleasant pine odor. Free from mineral oil or other adulteration.

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When made soluble, Yarmor Pine Oil cleanses as well as disinfects, and leaves a fragrant, piney odor.

Homes, factories, schools, public buildings, the interiors of railroad cars, all are made fresh and clean by Yarmor Pine Oil.

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We specialize in creating odors for all types of sprays.

Your satisfaction is proof of their quality.



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We have developed a complete, new series of oils for sprays of all kinds, insecticides, disinfectants and similar products. Three of the leaders are shown here.

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*Factory, Elizabeth, N. J.*

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New Mown Hay      \$1.50  
*per lb.*

Jasmin 110      \$2.50  
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*per lb.*

SEND FOR SAMPLES.

*Now is the time to plan.*

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of over 25 years in the  
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Standardized  
Coal Tar*

# Disinfectants

**B**AIRD & McGUIRE Coal Tar Disinfectants are backed by over a quarter of a century of practical manufacturing experience and technical skill, insuring uniformity of composition and quality. These disinfectants are standardized chemically and bacteriologically; dilute readily with water to form rich white emulsions, without separation. Phenol co-efficients two to twenty.

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Cresylic Acid      Animal Dips      Mosquito Larvæcide

*Made Right—Priced Right*

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Warehouse stocks at convenient points throughout the country.

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# INSECTICIDE AND DISINFECTANT REVIEW

Official Publication of *The Insecticide and Disinfectant Manufacturers Association*.  
Harry W. Cole, Holbrook, Mass., Secretary.

## An Authoritative Text

AS far as we know, there is no American book covering the subject of disinfectant manufacture, testing, raw materials, and the like. Although the manufacture of disinfectants in this country dates back over thirty or forty years, and the industry has had, and has today more than ever, a number of men well qualified to compile an authoritative text of this nature, it has never been done. The answer may lie in the fact that most of those qualified have been connected for the great part with commercial organizations and that to write a really authoritative work, would be to reveal much inside information which it was felt must be kept secret. However, in innumerable other industries, the same situation has existed in regard to secret data, but the books have been produced just the same.

Many requests are received by us to recommend authoritative texts covering disinfectants. We have been unable to do so, and this has emphasized the need for one or two new books, by qualified American authorities, covering the various phases of modern disinfectant manufacture. We could name a dozen men off hand who could do the job and do it well, but most of them, we hazard a guess, would run behind the screen of their commercial connections. Irrespective of who could or would write such a book, the need for an authoritative, standard text is more apparent today than ever before. The scientific data of the industry will never be properly recorded and indexed until such a time as the work is done.

## Don't Quit Now!

THE so-called summer season for insecticides is fast drawing to a close although flies and mosquitoes will continue to be present in abundance in many parts of the country until well into October. For the greater part of the country, the season is over as far as the manufacturer is concerned, and as far as flies and mosquitoes are concerned. However, the season is not over as far as bedbugs, ants, roaches, lice, fleas, silver fish, and other indoor

insects are concerned. The druggists and hardware dealers may have quit showing household insecticides in their windows a month ago, but there are still many thousands of houses and apartments infested with the common insect pests outside of flies and mosquitoes.

Because fall is here is really no reason to let up the major part of selling and advertising. The habit of using insecticides developed through the summer against flies and mosquitoes, can be turned over against other insects during the fall and winter if manufacturers will help to keep the habit active. Whether powders are substituted for liquids does not matter a great deal if the "keep killing the insect" habit is nursed along through the fall.

To quit advertising and selling abruptly with the fall of the first leaf, is to encourage a similar termination in the use of insecticides. It means beginning from scratch all over again next spring; it means losing the cumulative effect of advertising and sales efforts of the past six months; it means just that much business lost. Hibernation in insecticide sales has become out of place and out of date.

The raw materials for the manufacture of disinfectants, insecticides and allied products are worthy of some study at this time. Compared with prices a year ago, leading materials are down anywhere from ten to fifty per cent, and some finished goods have been battered down similarly by competition. We have in mind such products as rosins, pyrethrum, certain coal tar bases, some perfuming oils, and others. The levels which we hear quoted for some disinfectants may be in keeping with raw materials to a certain extent, but they are certainly not in keeping with common sense determination of real production costs. Too many manufacturers look only at the one figure,—raw material cost,—when they determine selling prices. Cheap raw materials are only too frequently a snare and a delusion and often the chief factor in red figures on the books at the end of the year.

# The Insecticide and Disinfectant Manufacturers Association

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## Membership

*Active*—Open to manufacturers and wholesale distributors of disinfectants, germicides, deodorants, insecticides, liquid soaps, polishes, and allied products. Dues—\$75.00 per year.

*Associate*—Open to firms supplying raw materials, containers, equipment, etc., to the membership. Dues—\$50.00 per year.

For further details, communicate with  
**INSECTICIDE & DISINFECTANT  
MANUFACTURERS ASSOCIATION**  
Harry W. Cole, Secretary  
**HOLBROOK MASS.**

## Notes of the Trade

Hicks Laboratories, Inc., has been permanently restrained from the use of the trademark, "Mouse Seed," for rodent exterminators, on the complaint of W. G. Reardon Laboratories, Inc., Port Chester, N. Y., who manufacture a similar preparation under the same mark. Decision was rendered by Justice Witschief in the supreme court of New York, Westchester County.

Lustrawax Co., Kansas City, recently appointed W. H. Hoppe & Son, of Chicago, as sales representatives for "Lustrawax," which is described as a cleaning polish which disinfects. Radio and newspaper advertising will be used to promote sales.

Zonite Products Corp. will issue a small amount of additional common stock to take care of bank loans incurred when inventory was expanded due to change in the manufacturing location from Bush Terminal, Brooklyn, to New Brunswick, N. J., earlier this year.

John Powell & Co., New York, importers of pyrethrum, recently announced that J. H. A. Fink had associated himself with the company as export manager. He has had a considerable background of experience in the export field.

Vestal Chemical Co., St. Louis, manufacturers of cleaning and polishing materials, recently moved from its old location at 215 Pine St. to its new plant at 4963 Manchester Ave. The new building is modern and fireproof, and contains about 30,000 square feet of floor space. The plot on which it is located covers 50,000 square feet in the St. Louis industrial district, allowing for addition of new units to the plant as fast as business warrants.

Virginia-Carolina Chemical Corporation, Richmond, Virginia, will start the manufacture of Tri Sodium Phosphate during October. John Maxwell is manager of the Chemical Products Department which will have charge of the sale of this material.

De Vilbiss Co., manufacturers of sprayers and atomizers, recently listed for trading on the New York Curb Exchange 250,000 shares of par \$10 common stock and 250,000 shares of 7% preferred stock of the same par value.

# Derris, Cube and Tephrosia as Insecticides

## *A Review of American and Foreign Patents*

By R. C. ROARK, *Principal Chemist in Charge*  
*Insecticide Division, Bureau of Chemistry and Soils*



INSECTICIDE manufacturers are greatly interested at present in derris, in the Peruvian plant "cube" (*Lonchocarpus nicou*), and in other tropical fish-poisoning plants. This interest is justified because certain constituents of these plants are the most potent insecticides known. Rotenone, one of the principal insecticidal constituents of derris and cube, has been reported by Davidson of the Food, Drug, and Insecticide Administration (paper presented at the April, 1930, meeting of the American Chemical Society) to kill bean aphids (*Aphis rumicis*) at a dilution of 1 in 300,000. Richardson and Smith (U. S. D. A. Dept. Bul. 1160) have reported the maximum dilution of nicotine effective against this insect as 1 in 14,000. According to these tests, rotenone is twenty times as toxic as pure nicotine. Gross (Northwest Fruit Grower, May-June, 1930, p. 22) reports that insectary tests by F. L. Campbell of the U. S. Bureau of Entomology show rotenone to be a stomach poison thirty times as toxic as lead arsenate to the silkworm. Rotenone seems destined to become a competitor of nicotine, of Pyrethrum flowers, and to some extent also of arsenate of lead.

Although the insecticidal value of derris was called to the attention of the English-speaking public as early as 1848, it is but little used even today in the United States. Among the causes retarding the commercial development of derris insecticides in this country has been the patent situation. Up to June, 1930, a United States patent was in force that covered the use as an insecticide of an extract of derris. Now that this patent has expired it is believed that anyone can make or use derris extract in the United States without payment of royalty. Certain combinations of derris extract with other materials are still patented, however, and it is the purpose of the present article to list and abstract all patents not only on derris but also on cube and Tephrosia, which contain constituents in common with derris.

### Patents on Derris

#### (a) UNITED STATES PATENTS

**1,065,156** (June 17, 1913; appl. Sept. 8, 1911). Insecticide, Sheep-Dip, Vermifuge, etc. Isaac Shimwell McDougall, Isaac McDougall and Sydney McDougall, Manchester, England. The patentees claim a composition for use as an ingredient of insecticides comprising a concentrated extract of derris. A suitable solvent, such as benzine, is used to extract the derris.

**1,522,041** (Jan. 6, 1925; appl. July 22, 1924). Insecticide, Vermifuge, Sheep Dip, and the like. Edward Bagnall-Bull, London, England. The patentee claims a method of obtaining derris extract for use as an insecticide which consists in crushing the *fresh* roots or other portions of the plants, treating with water, so as to obtain a milky emulsion and evaporating to a paste; or precipitating the emulsified substance with lime.

**1,583,681** (May 4, 1926; Nov. 29, 1924). Insecticide, Sheep Dip, and the like. Percival John Fryer, Tonbridge, England, assignor to McDougall and Yalding, Limited, of Yalding, Kent, England. The patentee claims a process for producing insecticides which comprises extracting the active principle of derris by means of a volatile solvent (benzol), distilling off the solvent and dissolving the residuum in a sulphonated fatty body (sulphonated castor oil). A colloidal addition agent such as casein may be added.

**1,724,626** (Aug. 13, 1929; appl. Aug. 31, 1925; in Japan Sept. 8, 1924). Process for producing a liquid insecticide containing effective ingredient of derris species. Sankichi Takei, Tokyo, Japan, assignor to Zaidan Hojin Rikagaku Kenkyujo of Tokyo, Japan. The patentee claims the process of producing a liquid insecticide containing the effective ingredient of derris, which comprises extracting raw material containing the aforesaid ingredient with a volatile organic solvent therefor, mixing the extract with an anhydrous alkali-free fatty material (fish oil), evaporating the solvent from the



# COAL TAR DISINFECTANTS

*Uniform! Reliable! Standardized!*

Producing our own raw materials, compounding and testing them in our own plants and laboratories, enables us to guarantee Dependable Disinfectants of both *soluble* and *emulsifiable* types.

Our soluble disinfectants form clear pale solutions and our emulsifiable ones form rich milky solutions; free from deposit . . . when diluted with water.

## FROZEN TAR ACID OILS

10% to 40% Strength

Appropriate for the manufacture of disinfectants free from naphthalene deposits. When properly compounded will yield white emulsions.

Samples, prices, and full information furnished gladly on request.

**KOPPERS PRODUCTS COMPANY**  
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**TAR PRODUCTS CORPORATION**  
Providence Rhode Island

**THE WHITE TAR COMPANY OF  
NEW JERSEY, INC.**

Belleville Turnpike Kearny, N. J.

*Divisions of The KOPPERS COMPANY*

# KOPPERS

## Disinfectants

**Coal Tar Disinfectant**  
(Coefficient 2.20)

## Tar Acid Oils

**Tar Acid Disinfectant**  
(Liquor Cresolis Compositus  
U. S. P. and Soluble Cresylic  
Compounds)

## Animal Dips

## Cattle Sprays

## Cresol U. S. P.

## Cresylic Acid

**Light Oil Distillates**  
(Benzol, Toluol, Xylol, Solvent  
Naphtha)

## Wood Preservatives

**Agricultural Chemicals**  
(Ammonium Sulphate, Flota-  
tion Sulphurs)

## Naphthalene

(Moth Balls ... Flakes ... Crude  
and Refined ... All Kinds)



*These products can be bought  
by the can or carload—put  
up as your own brand or  
shipped in bulk.*

# COAL TAR PRODUCTS

Say you saw it in SOAP!

mixture and mixing the resulting product with an aqueous soap solution.

**1,745,907** (Feb. 4, 1930; appl. Feb. 10, 1928; in Japan, Feb. 18, 1927). Process for producing a liquid insecticide containing effective ingredient of derris species. Toshio Ohori and Kiyoshi Nakazawa, Tokyo, Japan, assignors to Zaidan Hojin Rikagaku Kenkyujo of Tokyo, Japan. The patentees claim a process for producing a liquid insecticide containing the effective ingredient of derris species which consists in forming a primary material in which the effective ingredient is mixed with an anhydrous and alkali-free material for an oily nature (fish oil) and dissolved in an anhydrous solvent such as benzol, carbon tetrachloride or trichloroethane, and then mixing the primary material with a soap solution to form a colloidal solution.

#### (b) BRITISH PATENTS

**3,204 of 1911** (issued May 8, 1912; appl. Feb. 8, 1911). Improvements relating to Insecticides, Sheep Dip, Vermifuges and the like. Isaac Shimwell McDougall, Isaac McDougall and Sidney McDougall, Manchester, England. The patentees claim in the manufacture of insecticides the use of compounds obtained from akar tuba.

**10,215 of 1911** (issued May 28, 1912; appl. Apr. 27, 1911). Improvements relating to Insecticides, Sheep Dips, Vermifuges and the like. Isaac Shimwell McDougall, Isaac McDougall and Sidney McDougall, Manchester, England. The patentees claim in the manufacture of insecticides the use of compounds obtained from derris.

**8,322 of 1912** (issued Dec. 19, 1912; appl. Apr. 6, 1912). Improvements relating to Insecticides, Sheep Dip, Vermifuges and the like. Isaac Shimwell McDougall, Isaac McDougall and Sidney McDougall, Manchester, England. The patentees claim an insecticide comprising derris plants in finely powdered form.

**214,822** (issued May 1, 1924; appl. Apr. 16, 1923). Improvements relating to Insecticides, Vermifuges, Sheep Dips and the like. Edward Bagnall-Bull, London, England. Same as U. S. Patent 1,522,041.

**226,250** (issued Dec. 23, 1924; appl. June 23, 1923). Improvements in the Manufacture of Insecticides, Sheep Dips, Vermifuges and the like. Isaac McDougall and Fred Howles, Manchester, England. Derris roots are crushed in water in the presence of soap, and the active ingredients are precipitated by the addition of lead acetate or evaporated in vacuo to form a concentrated extract.

**229,773** (issued Mar. 2, 1925; appl. Dec. 1, 1923). Improvements in Insecticides, Sheep Dips and the like. McDougall and Yalding,

Limited, of Yalding, Kent, England, and Percival John Fryer, Tonbridge, England. Compounds from derris are combined with sulphonated castor oil.

**233,857** (issued May 21, 1925; appl. Apr. 15, 1924). Improvements relating to Insecticides. Isaac McDougall and Fred Howles, Manchester, England. The patentees claim in insecticides the combination of nicotine with derris extract or powdered derris and a neutral inert body, such as precipitated calcium carbonate.

**239,483** (issued May 6, 1926; appl. Apr. 24, 1925). Zaidan Hojin Rikagaku Kenkyujo, Tokyo, Japan. The active ingredient of derris is mixed with an anhydrous and alkali free oil (fish oil) and this is emulsified in water with soap for use.

**246,252** (issued Jan. 28, 1926; appl. Nov. 12, 1924). Improvements in Insecticides, Sheep Dips and the like. McDougall and Yalding, Limited, Yalding, Kent, England, and Percival John Fryer, Tonbridge, England. Compounds from derris are combined with any sulphonated fatty oil or wax other than castor oil.

**247,140** (issued Aug. 5, 1926; appl. June 25, 1925; in Japan, Feb. 4, 1925). Nettai Sangyo Kabushiki Kaisha, Tokyo, Japan. Fresh derris roots are crushed in presence of water and the juice evaporated to dryness at a temperature not exceeding 70° Centigrade.

**280,256** (issued Nov. 17, 1927; appl. Nov. 24, 1926). Improvements in Insecticides, Sheep Dips and the like. McDougall and Yalding, Limited, Yalding, Kent, England, and Percival John Fryer, Tonbridge, Kent, England. Derris extract is dissolved in a phenolic body (commercial cresylic acid). This is added to a petroleum medium lubricating oil and after the addition of glue or ammonium oleate emulsified in water.

**285,797** (issued Nov. 29, 1928; appl. Feb. 20, 1928; in Japan, Feb. 18, 1927). A process for Producing a Liquid Insecticide Containing Effective Ingredient of Derris Species. Zaidan Hojin Rikagaku Kenkyujo, Tokyo, Japan. The active ingredient of derris is mixed with an anhydrous and alkali free oil (fish oil) and an equal quantity of an anhydrous solvent (benzol), and this is emulsified in water with soap for use.

**300,606** (issued Nov. 18, 1929; appl. July 17, 1928; in Japan, Nov. 16, 1927). The active ingredient of derris is mixed with clay or kieselguhr to form a powder insecticide.

#### (c) FRENCH PATENTS

**589,506** (issued May 30, 1925; appl. Nov. 22, 1924). McDougall and Yalding, Limited. Same as British Patent 229,773.

# WHAT DO YOU GET?

A given lot of Pyrethrum may contain anywhere from no toxic strength up to a very high percentage.

It can represent real value or merely so much fibrous material.

For a number of years, we have stressed that Pyrethrum cannot be judged on appearance or trick phrases.

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BRAND  
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In the course of these investigations we have uncovered a wealth of new data in fields not covered by other investigators.

All scientific data must bear the test of time and practical correlation. Little twists that might be overlooked by the purely scientific investigator may have a direct bearing on the effectiveness of your finished insecticide.

POWCO BRAND Insect Powder is a tested product—*both chemically and entomologically.*

**JOHN POWELL & CO., INC.**

**SPECIALISTS IN PYRETHRUM**  
**114 E. 32ND STREET NEW YORK CITY**

Say you saw it in SOAP!

589,969 (issued June 9, 1925; appl. May 14, 1924). Isaac McDougall and Fred Howles. Same as British Patent 226,250.

#### (d) CANADIAN PATENTS

247,627 (issued Mar. 17, 1925; appl. May 22, 1924). Insecticide, Sheep Dip, Vermifuge, etc. Isaac McDougall and Fred Howles, Manchester, England. Same as British Patent 226,250.

253,319 (issued Sept. 1, 1925; appl. Nov. 26, 1924). Insecticide, Sheep Dips and the like. Percival John Fryer, Tonbridge, Kent, England, assignor to McDougall and Yalding, Limited, of Yalding, Kent, England. Same as British Patent 229,773.

#### (e) AUSTRALIAN PATENTS

18,227 (issued Nov. 18, 1924; appl. June 16, 1924). Improvements in the Manufacture of Insecticides, Sheep Dips, Vermifuges and the like. Isaac McDougall and Fred Howles, Manchester, England. Same as British Patent 226,250.

#### (f) SWISS PATENTS

124,290 (issued Jan. 16, 1928; appl. Oct. 5, 1926). Schädlingsbekämpfungsmittel. F. Hoffmann-La Roche and Co., Aktiengesellschaft, Basel, Switzerland. The patentee claims an insecticide containing the dried pulverized root of derris elliptica or the crude or pure extract therefrom in an emulsified form.

#### PATENTS ON CUBE

AS a result of the recent explorations in Peru and Brazil of Killip and Smith (Wash. Acad. Sci., 20:73, 1930) cube is now known to be *Lonchocarpus nicou* (Aubl.) D.C. Clark (Science, 70:478-479, 1929) has shown that cube contains as much as seven per cent crude rotenone.

William J. Dennis obtained a United States patent (1,621,240, issued March 15, 1927; appl. April 16, 1923) on a vermifuge and insecticide. In this he claims an insecticide comprising ground cube root with the fibrous element removed; also an extract of cube root. Inasmuch as the chief insecticidal constituent of cube extract is identical with that of derris extract, namely, rotenone, there is an overlapping in the claims in the patents on these plants. The validity of the Dennis patent would seem to be also weakened by the fact that as early as 1895 Geoffroy (Annales de l'Institut Colonial de Marseille, 2:8-86, 1895) published results of tests with a compound extracted from *Lonchocarpus nicou* which showed that this compound (called by him "nicouline") was toxic to flies, wasps and

cockroaches. From the melting point and other data given by Geoffroy, we now know "nicouline" to be identical with rotenone. Geoffroy obtained his rotenone ("nicouline") from "nicou" which is the native name in Guiana for *Lonchocarpus nicou*, the same plant that is called "cube" in Peru. A Canadian patent (293,233, issued Sept. 24, 1929; appl. March 12, 1929) on cube has also been granted to Dennis.

#### PATENTS ON TEPHROSIA

ON Oct. 16, 1917, a United States patent (1,242,954, appl. Jan. 16, 1917) was issued to G. J. Lemmens and P. J. Fryer of England covering the use of comminuted parts of Tephrosia plants with soap or sulfur as an anti-parasitic preparation. In another patent (1,242,955) of the same date, they claim the use of a benzine extractive of Tephrosia plants for the same purpose. Clark (Science, 71:396, 1930) has recently shown that the roots of *Tephrosia toxicaria* contain toxicarol, which is also found in derris; and that the tephrosia which Hanriot (Compt. rend. Acad. Sci. 144: 150, 1907) found in the leaves of *Tephrosia vogelii* also occurs in both derris and cube. There is obvious overlapping in the claims of patents covering the use as insecticides of extracts from derris, cube and tephrosia because these plant extracts contain certain constituents in common.

Products suitable for use in floor and shoe polishing compounds are obtained by esterifying together (suitably in the presence of a catalyst such as sulfuric or hydrochloric acid) montan wax, bleached by oxidation, and a fatty, aromatic or hydroaromatic acid, by means of a polyhydric alcohol such as ethylene glycol or polyglycol or glycerol. Brit. Pat. No. 324,631.

Terpinyl esters, such as the acetate or the propionate, may be used as insect repellants in fly sprays, lotions, ointments, and the like. A product cheaper than the pure terpinyl acetate may be obtained by acetylating pine oil, which contains considerable quantities of terpineol. U. S. Pat. No. 1,755,178.

A new insecticide patent proposes the use of water-soluble addition products of furfural, such as that with ethylenediamine, with soap solutions for combating grain-weevils and similar insects. U. S. Pat. No. 1,758,936.

# **UNCO Lilacena**

*In Your New 1931 Fly Spray Odor—*

offers a number of opportunities to improve the odor of your product without any increase in cost. In a fly spray, it gives the true lilac fragrance combined with unusual strength and covering power. It has the advantage of a quickly vanishing odor when sprayed.

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because of its low perfuming cost has a wide variety of uses, especially in fly sprays, liquid soaps, and allied products. If you are looking to the improvement of your spray products for the 1931 season, now is the time to try out Lilacena with a view to adopting it.



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**NEW YORK**

Say you saw it in SOAP!

# A Phenol Coefficient on Every Label?

By PETER DOUGAN\*



THE disinfectant industry, in common with all other kinds of businesses, and every manufacturer has to contend with the competition of people who do not know their business, do not study it, and those who misrepresent their goods. With us it is a particularly trying situation because an unreliable product may look like a reliable disinfectant, in appearance, odor, and other characteristics such as making a milky emulsion when mixed with water, or a clear solution, as in the case of cresol type disinfectants. This situation hurts in two ways: First, because it gives a false sense of security to the buyer and user of an unreliable product, and secondly, it establishes a price competition which cannot be overcome by the manufacturer of a reliable disinfectant; or if the price is met it means doing business at a loss.

This committee (Disinfectant Committee) has been trying to solve that problem. We first considered if it were possible to find within our own Association a remedy by requiring the manufacturer to have his product or products approved by the Disinfectant Committee, or submit with his application for membership a bacteriological report from an established laboratory proving the strength of his disinfectant. This had to be abandoned because many dealers who are offenders are not members of our Association, and also because any attempt on the part of the Association or the Disinfectant Committee to pass on the merits of a product would lead to endless conflict and might be more harmful than good, as it would then be possible for a clique to keep out of membership dangerous though reputable competitors, or lead to prejudices. Further, it was thought that such evils, if in our membership, might be corrected by our Committee on Trade Ethics, which would call the offending member's attention to the fault on presentation of specific cases.

\*Extracted from report by Mr. Dougan before the Insecticide & Disinfectant Mfrs. Assn.

The next idea discussed was that of petitioning for an amendment to the Insecticide Act to make it compulsory for everyone shipping disinfectants interstate to first apply for and secure a permit to do so. This was at first thought to be desirable but was later voted down when it was remembered that such an attempt was made in this direction some years ago when the plan was carried out but did not prove successful.

The case as remembered by our committee applied to the law or regulation on insecticides which required that a license must be had and was issued under a certain number. This regulation was discontinued because a good many people marketing the insecticides stated that the products were recommended by the government and showed the government license approving of them. It is therefore felt that this very thing would happen with disinfectants under the license plan.

THE committee then took up the idea spoken of at the beginning of our work, viz., that we petition for an amendment to the Insecticide Act, to make it compulsory for everyone shipping interstate to state the phenol coefficient of his disinfectant on every package he ships. The first criticism was that most dealers do not do an interstate business and therefore this curb on their activities would be limited. However, that loophole would be only temporary, as it would not be long before a firm doing business, if it made any progress at all, would be doing an interstate business. If they did not do an interstate business they would not be worth considering.

Here the thought was brought out that a state bill or amendment would be required, but this was not worked out because in other cases that might be compared with our problem, such as the Caustic Poison bill, for instance, it did not take very long before the different states adopted Caustic Poison bills patterned after the federal one, and we believe that eventually most states would add to their code the same



# WITH ANY INSECTICIDE ONLY THE KILLING POWER COUNTS!

WHETHER LIQUID OR POWDER—THE CONSUMER  
ASKS ONLY ONE THING—WILL IT KILL THE INSECT?

Every day brings a new theory with a scientific claim for the strength of some particular insecticide product. Theories are advanced that the strength is indicated by oleoresin content; by pyrethrin content, etc. We regard these as confusing. Several well known methods of determining Pyrethrin content are now in vogue; authorities, however, distinctly disagree upon a method that is reliable.

## We Rely Finally Upon Killing Power!

Many flowers with high oleoresin or pyrethrin content vary greatly in results. The selection of full strength insect flowers—followed by tests for the insect killing strength (known as the physiological test) removes all doubt regarding quality.

## The Product That Actually Kills The Insect — Is The One You Want

### PYRETHRUM EXTRACT

(CONCENTRATED)

PYREFUME is a concentrated extract of selected, tested insect flowers, made in a strength of five times the accepted standard for fly and insect sprays.

By scientific methods, the full insecticidal value of the flowers is obtained.

PYREFUME is tested and is of true high killing powder.

Without the aid of machinery or apparatus—a standard fly spray may be immediately produced by the wholesaler or manufacturer, bearing a

WIDE MARGIN OF PROFIT

Packed in 55-Gallon Steel Drums

10 Gallon (2-5 gal. tins) Cases

Write for samples and further  
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ORDERS CAN BE EXECUTED IMMEDIATELY

### PYRETHRUM POWDER

(INSECT FLOWERS)

FINE—FOR DUSTING

COARSE—FOR EXTRACTION

We are among the heaviest importers of flowers.

We test our importations—physiologically as well as chemically.

We grind exclusively in our own mills and can therefore guarantee purity.

We carry in stock five varieties of flowers, namely:

DALMATIAN (Closed)

DALMATIAN (Half-closed)

DALMATIAN (Open)

JAPANESE (Always half-closed)

TURKISH

ALL VARIETIES ARE TRUE TO TYPE

Protect your PYRETHRUM product by purchasing material that has been tested for definite killing power.

Packed in barrels, kegs and boxes.

Write for prices, spot or on contract

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specifications for disinfectants as made by the federal government.

With a change that the manufacturer state the phenol coefficient "and method of test" an agreement was reached with the exception of one member who markets an effective disinfectant which has no phenol coefficient. This member's idea is that there should be added to the wording: "Or in cases of products not amenable to the phenol coefficient test, state the facts by his method of test in place of specifying the phenol coefficient."

This addition has not met with favor by the majority, and therefore as representing a majority vote of the Disinfectant Committee we ask that the Insecticide and Disinfectant Manufacturers Association: "Petition for an amendment to the Insecticide Act, to make it compulsory for everyone shipping disinfectants interstate to state phenol coefficient of his product, and method of test, on every package he ships."

It is our belief that such an amendment will eliminate those people who do not know their business, or who misrepresent their goods, and that it will establish an important statement of facts which will be emphasized by salesmen in selling goods and thus educate buyers into purchasing or comparing disinfectants by a standard that will be a protection to his own interest.

Finally, as at present, it is not possible to agree on a cooperative advertising campaign, the committee has given thought to the idea of a slogan that might be used by all and printed on the millions of circulars or other literature which would have a distinct repetition value in broadening our markets for the sale of disinfectants among present and prospective buyers.

"Three suggestions have been made:

"(a) Constant use of disinfectants insures cleanliness and health.

"(b) Stop disease from starting. Use a disinfectant regularly.

"(c) Disinfect and never regret.

"We are still working on the slogan question but do hope the Association will take favorable action on the petition for an amendment to the Insecticide Act."

(EDITOR'S NOTE.)—A brief statement of minority committee opinion was then made by Karl A. Dolge as follows: "The way we feel, that wording should be so that it should apply only to coal tar disinfectants, and that for other products the wording should be so that the standards apply according to methods applying to the particular disinfectant, including chlorine disinfectants as well as non-coal tar products.

The way the wording is, all products which are not coal tar products would be practically eliminated, both chlorine and the products which are not coal tar. They wouldn't be classed as disinfectants. That is our objection to it. We feel that the wording should be so that the non-coal tar products, including chlorine as well as others, should have a standard, and it should state the standard under which they were tested, not compared with the phenol coefficient."

(EDITOR'S NOTE.)—Following this report and discussion of some length, a committee was appointed to consider this recommendation for a change in the law and this committee will report formally at the annual meeting of the Association in New York in December. Those in the industry who may have an expression of opinion to place before this committee can do so by communicating through the secretary of the Association, Harry W. Cole, Hollbrook, Mass. The substance of the report is published here so that the facts which it contains may be more widely known throughout the trade which is the aim of the majority membership of the Disinfectant Committee.

From some recent hydrogen ion concentration determinations, it has been concluded by a European experimenter that no excess of alkali can be present in an alcoholic soap solution and that an excess of alkali can not be determined by means of titration with hydrochloric acid.—*Z. physik.-chem. Seifenforsch.* 2, 47-51 (1929).

A composition suitable for removing paint, grease and the like from the hands may be prepared by mixing coconut oil with glycerol, saponifying with caustic potash solution, which may contain potash also, then adding a solvent such as petroleum spirits, benzene, kerosene, turpentine, carbon tetrachloride or carbon bisulfide and a perfume.—*Brit. Pat. No.* 317,819.

Ferdinand Gutmann & Co., Brooklyn, have announced that P. C. Doyle has joined their organization in the "FILMASEAL" sales division. He was formerly vice president and sales manager of American Metal Cap Co. prior to the merger with Anchor Cap Co. Mr. Doyle was a member of the board of directors of the Glass Container Association for a number of years, chairman of the standardization committee during that period, and particularly active in all of the simplification work carried on by the Department of Commerce.

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Say you saw it in SOAP!

# Italian Red Squill



ED squill has been used for many years as an ingredient of rat poisons, and although its use has been supplanted to a considerable degree during recent years by serums and specialties, there is still a fair consumption of it for this purpose. It, of course, has the disadvantage of being equally poisonous to domestic animals, persons, etc., as to rodents. A report by the Chemical Division of the Department of Commerce on its production and shipment from Italy contains some interesting data for manufacturers who still use the powdered squill in their rat poisons.

This perennial poisonous plant grows wild on the coast of southern Italy, Sicily, and Sardinia, and also elsewhere along the Mediterranean Sea, are collected in the consular district of Rome (compartments of Latium (Rome), the Marches, Umbria, Abruzzi-Molise, and the island of Sardinia). It is reported that 1.5 long tons of red squill were gathered in the Province of Cagliari, Sardinia, in 1929. It is cultivated by a leading local collector and wholesaler in the Province of Rome, near the town of Fondi, about seven miles from the Mediterranean coast. The red squill culture near Fondi consists of about 20,000 plants and was started in 1900. It is understood that the annual crop of bulbs has been uniformly satisfactory and that 2,000 additional plants were added to the local culture in 1929 because many plants were destroyed by goats. A considerable quantity of wild squill grows along the sandy beach of the seacoast near Ostia, about 15 miles from Rome, on the Mediterranean Sea, where it is reported 2.5 tons of squills were recently collected by the aforementioned wholesaler. A wild variety of squill also grows along the coast from Civitavecchia to Minturno, near Rome. This specimen is smaller than the cultivated product and is said to contain a more potent toxic. The cultivated variety gives a better yield than the wild plant and after five or six years produces as much as seven or eight kilos (15.4 to 17.5 pounds) of bulbs. In stony soil the cultivated plants produce about four kilos (8.8 pounds) of bulbs and in soft ground the yield is larger.

Red squill to be dried is usually collected in the summer months, otherwise in winter or any other season of the year according to the demand. The bulbs are gathered by hand or

by means of a spade and great care is required not to destroy the plant in collecting the bulbs, as the main or central bulb may not be removed without killing the plant. Bags and burlaps are used for packing the bulbs, but fresh lots are also shipped in bulk. Squill bulbs to be dried are sliced and exposed to the sun for two or three days, a thousand grams (2.20 pounds) of the fresh product yielding about 250 grams (0.55 pounds) of dried squill. The aforementioned wholesaler stated that he prepared 8 tons of dried squill in 1928 and 3.5 tons in 1929. He recently shipped 50,000 fresh bulbs to chemical concerns in Germany and is now engaged in the collection of 25,000 bulbs for a firm in Berlin.

Prices in Rome for fresh squills run 1.25 lire (\$0.065) per bulb, and 125 lire (\$6.58) per quintal (220.46 pounds) for bulk shipments, free on railroad truck. Prices may be slightly higher or lower according to the distance of the railway station from the point of gathering. First quality dried squill sold in the Rome district for 250 lire (\$13.16) a quintal and second quality for 200 lire (\$10.53) per quintal. The first quality consists of the inside part of the bulb while the second quality includes many of the outer scales, which have less toxic. Under the name of "amarilla" red squills were being retailed by a firm in Rome as a flower bulb for gardens at 4 lire (\$0.21) a bulb. The seeds retail at 200 lire (\$10.53) a kilos (2.20 pounds); they bloom toward the end of April and are generally collected in June.

American crude drug and insecticide dealers interested in this commodity will likewise also be interested in "Red Squill Powders as Raticides," which is the title of Technical Bulletin No. 134, price 10 cents, a recent publication prepared in the Bureau of Biological Survey, United States Department of Agriculture. This bulletin states that red squill is relatively safer and more nearly approaches the ideal rat poison. Animals other than rats usually refuse to eat red squill in the concentrations used for rat baits. The difficulty of obtaining a uniformly toxic preparation of red squill has retarded its development for this purpose. The investigation reported in this bulletin was undertaken to contribute to the information needed for the production of a potent red squill preparation for the efficient destruction of rats.

## Boosting the sale of Insecticides and Disinfectants

Thousands of Presto Model 102 Electric Spray Guns have been sold to hospitals, hotels, poultry houses, green houses, apartment buildings, stores and public institutions for applying disinfectants, insecticides, moth killers, etc.

For the largest users of these products want Presto's speed, easy handling, thorough atomization, and low cost application.

The Spray Gun weighs

only 3 $\frac{3}{4}$  lbs.—sprays a cloud of penetrating mist for a distance of ten feet—and is equipped with 15 feet of rubber covered cord for operating on any standard light socket.

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Polishes, cleaners, non-inflammable fly-sprays, cutting oils, etc., are made easily. Formulae for making many emulsions including a polish of highest lustre and hardness, non-streaking and applied without hard rubbing, will be supplied with trial orders. This polish will not show finger prints or be affected by rain or exposure. It has been passed upon by experts as ideal for auto and furniture polish. It is the result of three years of experimental work and will not separate on standing if made according to directions.

### Price Schedule (f.o.b. New York)

400 lb. drums  
15c lb.

38 lb. cans  
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7 $\frac{1}{2}$  lb. cans  
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ENGLAND—Frank Sedgwick, c/o Messrs. Field & Co.,  
Dominion House, Bartholomew Close, London, E. C. 1.

Say you saw it in SOAP!

## Sprayer Manufacturers Combine

Dobbins Manufacturing Co., North St. Paul, Minn., and Potatoe Implement Co., Traverse City, Mich., have combined and will henceforth operate under the name Dobbins. Factories of the combined companies are located at Minneapolis and Portland, Oregon, besides those at the headquarters of the two concerns. Directors of the new company are H. E. Brandt, M. T. Bentzen, J. L. Novak, J. T. Milliken and A. H. Norberg. The combined lines will be marketed under the brand name "Acme Superbilt." The company announces that a new catalog will be ready for the trade in the next week or two. Selling will be conducted exclusively through wholesalers as in the past. With the two companies joined Dobbins Manufacturing Co. is now prepared to offer a complete line of sprayers for all purposes.

—♦—

Solutions of paradichlorobenzene in paraffin, grafting wax, cottonseed oil, and pine tar creosote were applied by brush to the infested parts of peach trees and the effect on larvae of the peach borer noted. One pound of paradichlorobenzene as dissolved in one quart of soluble pine tar creosote and diluted with one quart of water as recommended by Hamilton (*N. J. Ag. Expt. Sta. Rept. Dept. Entomol.*, 196-7 (1926)). The cottonseed oil solution proved most effective, but the paraffin and creosote solutions were also quite effective. The creosote and cottonseed oil showed some insecticidal action when used alone. *J. Econ. Entomol.* 23, 636-8 (1930).

—♦—

**Gamble's International Naval Stores Year Book for 1930-31.** Thomas Gamble, Naval Stores Review, Savannah, Ga., Book—176 pp. A large portion of this book is devoted to a compilation of statistical data concerning the production and sales of naval stores, both domestic and foreign. The various naval stores ports and markets of the world are described in some detail. Of especial interest are a series of articles describing naval stores production in France, Spain, Portugal, Greece, Austria, Yugoslavia, Mexico, Indo-China and India. There are also articles concerning the trend in the production of naval stores in the United States during the last 25 years, the U. S. Forest Products Laboratory, reforestation by private enterprises, tools used in turpentine operations, synthetic camphor, destructive distillation of pine wood, and the reclamation of rosin from batting dross. All sections of the book are profusely illustrated and many charts and tables are given.

## Pyrethrum Specifications

The following communication regarding U. S. Federal Specifications Board Specification No. 353 for insect powder has been received from Dr. C. C. McDonnell, chairman, Committee on Insecticides: "Your letter of the 1st inst. to the chairman of the Committee on Insecticides, regarding specification No. 353 for insect powder, has been received. The primary reason for revising this specification at this time was for the purpose of bringing it into accord with the new outline of form adopted by the Federal Specifications Board for Federal specifications. The only essential difference between the revision and the previous specification is that the old specification limited insect powder to a powder made from closed flowers while in the new specification it may be made from open flowers as well as from closed flowers. This recommendation is based on work done in recent years which shows that the general opinion held in the past regarding the superiority of powder made from closed flowers is not justified. In this connection I am enclosing a copy of Department Bulletin No. 198 'Relative Insecticidal Value of Commercial Grades of Pyrethrum.' No changes have been made in the methods of inspection and tests. We do not consider that sufficient work has been done on the various chemical methods proposed for determining the active constituents of pyrethrum to justify the adoption at this time of a chemical method."

—♦—

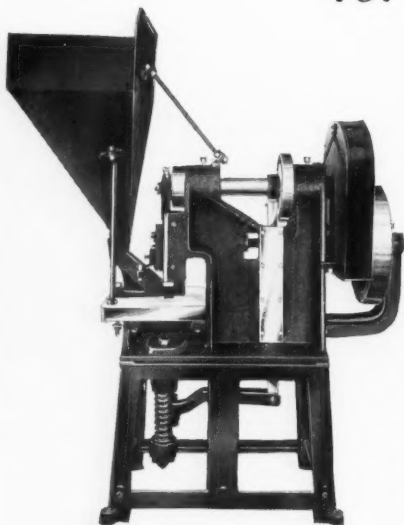
A 6% solution of a soap made from rosin and fish oil killed a higher percentage of harlequin bugs than any of the common insecticides, including nicotine, derris, pyrethrum and miscible oils used at the highest concentration recommended for any insect. Combinations of these materials with the soap did not increase its effectiveness. Some common soaps were more effective than the above soap and were used as 2% solutions in experiments, the results of which show that soap in solution must remain in contact with the body of the adult harlequin bug for at least several minutes to insure penetration. Therefore spraying is more effective during a light rain than during dry weather. *J. Econ. Entomol.* 23, 625-30 (1930).

—♦—

Exports of dental creams from United States during June, 1930, totaled 192,974 lbs., worth \$168,845, as compared with 190,458 lbs., worth \$172,800 in the same month of last year.



## The Newest for *PARA* BLOCKS



A NEW fully automatic machine especially for pressing para blocks . . . 50 to 75 per minute . . . adjustable for one to eight ounce blocks, any shape . . . makes perfect blocks . . . same die can be used for various weights of blocks to any degree of hardness with uniform density throughout . . . hopper holds 200 pounds of crystals . . . the last word in equipment for small para blocks . . . several now in use . . . can be used to make blocks of other crystalline and powdered products . . . send for samples of blocks and details about the machine.

**MARKO MACHINE CO.**  
549 West 52d St. New York

## "EVERGREEN" PERFUMES for Soaps, Sprays, Deodorants, etc.

"E VERGREEN" concentrated oils for cake soaps, liquid soaps, theatre sprays, insecticides, para and related sanitary products are backed by 31 years of compounding experience. Besides having a complete array of standard oils for this type of perfuming we are equipped to work out specialties designed for your particular use. May we be of service to you?

**EVERGREEN CHEMICAL CO., INC.**  
160 FIFTH AVENUE NEW YORK

Say you saw it in SOAP!

## Opportunities for Export

The following opportunities for export of American soaps and allied products have come to the Bureau of Foreign and Domestic Commerce, Washington, D. C. American manufacturers can secure the full details of the inquiries by communicating with the Bureau, care of the Department of Commerce. Be sure to mention the number of the Foreign Trade Opportunity in writing.

45,254	Automobile polishes	Netherlands	Agency or Purchase
45,255	Toilet soaps	Porto Rico	Agency
45,255	Toilet preparations	Porto Rico	Agency
45,328	Toilet preparations	England	Agency or Purchase
45,331	Floor and lacquer polishes	Germany	Agency
45,331	Toilet preparations	Germany	Agency
45,353	Fly spray	Cuba	Agency
45,362	Toilet preparations	Egypt	Agency
45,415	Cottonseed-oil soaps	England	Purchase
45,466	Toilet preparations	Germany	Agency
45,484	Disinfectants	New Zealand	Agency
45,484	Perfume sprays for theatres	New Zealand	Agency
45,532	Hand cleansing powders and soaps	Canada	Purchase
45,542	Laundry soap	China	Agency
45,556	Toilet soaps	Porto Rico	Agency
45,614	Insecticides	Germany	Agency
45,635	Toilet preparations	Germany	Agency
45,789	Toilet preparations	Germany	Agency
45,831	Toilet preparations	England	Agency
45,915	Toilet preparations, tooth paste and shaving cream	Germany	Agency
45,915	Toilet and shaving soaps	Germany	Agency
45,989	Toilet preparations	Italy	Agency or Purchase
46,021	Toilet preparations and dentifrices	Denmark	Agency
46,047	Toilet preparations	Mexico	Agency or Purchase
46,121	Toilet preparations	Argentina	Agency or Purchase
46,129	Metal polish	Brazil	Sole agency
46,132	Creosote oil	Italy	Agency
46,137	Toilet preparations	Germany	Agency or Purchase
46,174	Toilet preparations	Germany	Agency
46,231	Toilet preparations	Germany	Agency

Experimental data on the butter of *Dumoria africana* is said to show conclusively that the butter is essentially a mixture of the glycerides of stearic and oleic acids. It also contains small quantities of the glyceride of palmitic acid and of an acid-alcohol. No fatty acid higher than stearic is present. This butter has been suggested as a possible new source of pure stearic acid. *Mat. Grasses* 21, 8701-3 (1929).

Helena Rubinstein, Inc., reports for six months ended June 30, net income of \$281,777, or 34c. a share on the common stock, as compared with \$794,278, or \$1.47 a share in 1929.

## New Para Block Machine

A new automatic para block machine has just been announced to the trade by the Marko Machine Co. of New York. According to Charles Steiner, president of the company, the new equipment is a fully automatic press designed especially to turn out fifty to seventy-five para blocks per minute of a weight running from one ounce up to eight ounces. The machine makes a para cake of any shape and of varying weights for the same dimensions as desired by the maker. Mr. Steiner points out the fact that the machine makes a perfect block with sharp edges and unusually smooth finish. By varying pressure of a spring arrangement, the density of the blocks can be controlled accurately at the desire of the manufacturer and this density is stated to be uniform throughout the cake. The hopper on the machine handles about 200 pounds of crystals at a time. The machine is also said to be suitable for making tablets of other crystalline and powdered products. The Marko company also makes portable stirring devices and other special equipment. They are reported developing now a special machine to handle two-and-one-half pounds para blocks.

Exports of liquid household insecticides from United States during June, 1930, totaled 1,181,549 lbs., valued at \$383,568, as compared with 1,033,275 lbs., valued at \$376,782, during the same month of 1929. Exports of powdered or paste insecticides totaled 65,982 lbs., worth \$15,043, as compared with 62,888 lbs., worth \$17,242, in June, 1929. Total exports of disinfectants, deodorants, antiseptics, germicides and similar preparations were 163,170 lbs., worth \$18,928, as compared with 307,358 lbs., valued at \$29,095, during the same period in 1929.

The Clorox Chemical Company has reported net income for the year ended June 30, totaling \$380,356, after depreciation, taxes and other charges. It compared with a net income of \$463,146, or \$4.07 a share, reported for the previous fiscal year.

The antioxygenic power of alpha-naphthol on linseed oil is said to be greater than that of beta-naphthol and the higher the temperature the greater the activity of the former. At room temperature both have strong activity, but at higher temperatures it is difficult to make them hold their activity for long periods of time. *J. Soc. Chem. Ind. Japan Suppl. Bind. 3*, 107-9 (1930).

# TAR ACID OIL

20% 25% 30% 36%

Naphthalene Free — White Emulsion

## SPECIAL OILS

for making DISINFECTANTS complying in

BENZOPHENOL CONTENT

with the

FEDERAL CAUSTIC POISONS ACT

THE DOMINION TAR & CHEMICAL CO.

LIMITED

424 CANADA CEMENT BUILDING  
MONTREAL, QUEBEC

# MORTEX PRODUCTS

*in bulk to the trade!*

# M

## Mortex Theatre Spray

MORTEX Theatre Spray comes in eight different odors, all popular in character and possessing a sweetness rivaled only in the finest French perfumes. The odors last. Since Mortex Theatre Spray contains material heavier than air it replaces foul air and purifies the atmosphere when sprayed in the theatre. This product is not injurious to furniture.

## Mortex Disinfectant

We supply Mortex Disinfectant in concentrated bulk form. You can handle this product on a very profitable basis and will find that it will be a good repeater.

## Mortex Insecticide

MORTEX Insecticide is supplied to you in bulk and in concentrated form to save shipping costs. This product has real killing power and is priced right.

*Let us send you generous samples of these exceptional sanitary products. Jobbers all over the country are handling MORTEX PRODUCTS profitably.*

**MORTEX PRODUCTS COMPANY, INC.**

247 EAST ILLINOIS STREET

CHICAGO

Say you saw it in SOAP!

## New Insecticidal Device

An altogether new and novel method of keeping flies and other insects out of the house has been suggested by that intrepid tin can expert from Baltimore, whose fame is legion where insecticides are made and packaged. Carle Cooling of the Metal Package Corp. His suggestion, as might be expected, entails considerable expense, but is probably a sure-fire method. To consider the matter of cutting the cost of his new method, Mr. Cooling suggests a committee be appointed to be made up of Campbell Baird and two other prominent Scotchmen in the insecticide or disinfectant industries. Details of the Cooling method follow: "Two screen doors are used and installed as a vestibule. The party entering the house will open the first screen door and on closing it, the second one will be closed. When he gets in the section between the two screen doors he will close the first or outside screen door, then pull a lever which will release a shower bath of good insecticide, thereby killing all flies which may be between the two screens doors. After the section between the two screen doors is thoroughly saturated and all flies are dead the second screen door can then be opened and party can then enter his house with the feeling that his house will be comfortable and he will not be bothered with flies." (And then, a shot rang out.—Ed.)

Exports of metal and stove polishes from United States during June, 1930, totaled 102,945 lbs., worth \$16,775, as compared with 164,392 lbs., valued at \$27,363, during the same month of 1929. Shoe polishes to the amount of 219,992 lbs., worth \$64,238, were exported in June, 1930, as compared with 200,470 lbs., worth \$57,094, in June, 1929. Exports of leather dressings and stains totaled 172,659 lbs., worth \$36,470, in June, 1930, as against 138,008 lbs., valued at \$25,583, in June, 1929. Exports of floor wax, wood and furniture polishes in June, 1930, were 138,227 lbs., worth \$28,746, as against 107,225 lbs., worth \$22,464, in June, 1929. Automobile polish exports totaled 118,471 lbs., worth \$31,576, in June, 1930, as against 108,534 lbs., worth \$28,098, in June, 1929.

Sinclair Consolidated Oil Corp. recently retired \$15,400,000 of its three year first lien collateral 6% notes out of current funds of the company.

Magnus, Mabce & Reynard, Inc., New York, recently issued a revised price list and catalogue.

## SOAP

### AS PIONEERS

in the development of quality soaps, oils and allied products, we take pride in their enviable reputation for *high quality, constant uniformity and absolute dependability.*

Fifty-three years' experience in the manufacture of these products is the background upon which they are offered to you and your trade. Whatever your requirements may be, we are prepared to meet them to entire satisfaction.

**AUTOMOBILE SOAPS**

**INDUSTRIAL SOAPS**

**PINE OIL CLEANERS**

**COCOANUT OIL BASE**

**LIQUID TOILET SOAPS**

**LIQUID SHAMPOO SOAPS**

**LIQUID SHAMPOO BASE**

Our chemists, skilled in the art of soap making, are trained to meet the most exacting specifications. Every piece of merchandise is laboratory tested before it leaves the plant.

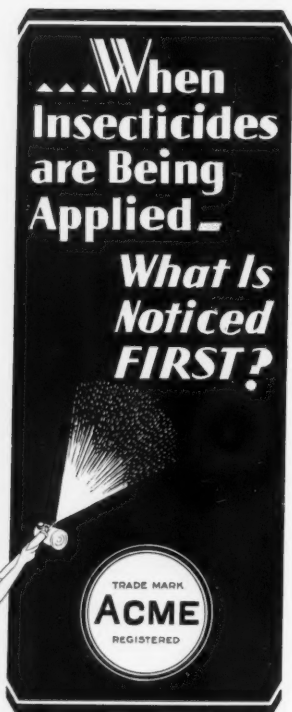
This is your safeguard. Packed under your own private label.

*Manufacturers to  
the Jobbing Trade*

*The* **BROOKS OIL Co.**  
CLEVELAND, OHIO

When  
Insecticides  
are Being  
Applied—

What Is  
Noticed  
FIRST?



## The SPRAYER Comes FIRST

It makes no difference how effective the insecticide or repellant may be, it **MUST** be correctly applied if the results are to be the **BEST**. The better the sprayer, the better the customer will like the product. That is the rule.

### ACME Makes Sprayers to Fit Every Requirement

Over fifty years in the business has eliminated all risk and experiment in ACME products. The very height of perfection has been attained. Every sprayer carries a money-back guarantee of satisfaction. If it isn't in our regular line, we can build a sprayer to fit **YOUR** needs.

Our No. 200 sprayer is a leader. Special drip cup feature; air and spray tubes co-ordinated to produce a mist or fog that hangs in the air longer; special processed leather plunger, etc., etc. Tell us your needs. Write for samples and prices.



**POTATO IMPLEMENT COMPANY, Dept. 34**  
TRAVERSE CITY, MICHIGAN

## DEODORIZING CRYSTALS and BLOCKS

*"It's the Odor That Sells the Product"*

WE HAVE A NUMBER OF VERY INTERESTING FLORAL  
AND BOUQUET ODORS FROM WHICH TO SELECT.

*A Few of Our Leaders:*

AMERICAN THISTLE .....	\$5.00 lb.	ORIENTAL NO. 88 .....	\$5.00 lb.
CARNATION NO. 50 .....	5.00 lb.	ROSE FLOWERY NO. 158....	5.00 lb.
FOREST BOUQUET NO. 42..	4.00 lb.	ROSE HEAVY NO. 99.....	5.00 lb.
LILAC NO. 777 .....	3.50 lb.	TREFLE NO. 157 .....	6.00 lb.
NEW MOWN HAY NO. 75....	5.00 lb.	VIOLET NO. 108 .....	8.00 lb.
WILD FLOWERS .....	\$5.00 lb.		

Only one pound is required to perfume 100 pounds of paradichlorbenzene.

*Samples upon request*



**P. R. DREYER INC.**

26 CLIFF STREET

NEW YORK

Say you saw it in SOAP!



## Trade Marks Filed

(From Page 63)

letters with shield describing soap. Filed by Prophylactic Soap Corp., New York, June 9, 1930. Claims use since Feb. 1, 1930.

**Sofwash**—This in solid letters describing washing crystals. Filed by Sof Products Co., Chicago, June 21, 1930. Claims use since Dec. 2, 1929.

**Sol-U-Nese**—This in solid letters describing dry-cleaning soap. Filed by Huntington Laboratories, Inc., Huntington, Ind., July 10, 1930. Claims use since Jan. 1, 1930.

**Sol-U-San**—This in solid letters describing dry-cleaning soap. Filed by Huntington Laboratories, Inc., Huntington, Ind., July 10, 1930. Claims use since Jan. 1, 1930.

**Do-Go**—This in outline letters describing washing powder and soap. Filed by E. F. Moser & Son, Warsaw, Ind., July 10, 1930. Claims use since Apr. 10, 1930.

**Clere Pore**—This in solid letters with silhouettes of feminine figures, describing bath salts. Filed by Scott-La Belle Corp., Seattle, May 7, 1930. Claims use since Apr. 24, 1930.

**Ambar**—This in solid letters describing liquid shampoo. Filed by Frank W. Barber Co., Stockton, Cal., May 24, 1930. Claims use since May 1, 1930.

**In-Nap**—This in solid letters describing moth balls and naphthalene flakes. Filed by International Combustion Tar & Chemical Corp., New York, June 13, 1930. Claims use since Jan. 7, 1929.

**Phenoline**—This in solid letters describing antiseptic and disinfecting compound. Filed by Hance Bros. & White, Inc., Philadelphia, June 14, 1930. Claims use since August, 1878.

## Trade Marks Granted

**273,195.** Soaps and Shaving Cream. Certified Personal Needs, Inc., New York. Filed March 13, 1930. Serial No. 297,234. Published May 13, 1930. Class 4.

**273,198.** Soap. H. Kohnstamm & Co., New York. Filed March 8, 1930. Serial No. 297,018. Published May 13, 1930. Class 4.

**273,452.** Deodorant. Churchill Mfg. Co., Sioux City, Iowa. Filed February 1, 1930. Serial No. 295,466. Published May 13, 1930. Class 6.

# Breuer's Tornado Electric Sprayers

Have done more to

**INCREASE THE SALE  
OF INSECTICIDES**

than any other one thing in the industry.



You may have the best insecticide manufactured but have you the proper method of spraying it? The Tornado Electric Sprayer is your answer. It is the most powerful and efficient machine of its type on the market; sprays all liquid insecticides, disinfectants and germicides a distance of 8 to 10 feet, breaking it up into a fine mist which will float in the air and penetrate all cracks and crevices. Tornado sprayers are so easy to use and give such satisfactory results that they are used more often, increasing the use of your product. Supply your customers with these machines and watch your sales increase.

### THOUSANDS IN USE!

Tornado Electric Sprayers have been regarded as standard equipment for years by leading manufacturers of insecticides and disinfectants. Thousands are in use in mills, warehouses and institutions of all kinds as well as in the home.

The Model 50 equipped with G. E. Universal motor weighs but 3 lbs. Operates at very low cost.

Write TODAY for further information and prices.

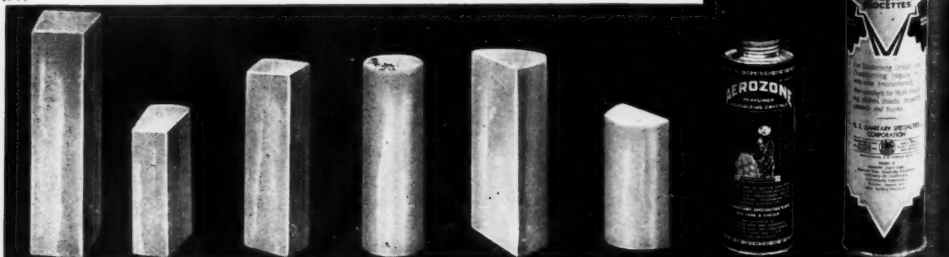
**BREUER ELECTRIC MFG. CO.**

862 Blackhawk St., Chicago, Ill.





**The ORIGINATORS, PIONEERS and  
WORLD'S LARGEST PRODUCERS  
of DEODORIZING BLOCS**



**OFFER YOU THE FAMOUS U. S. AIR CONDITIONING BLOCS**  
*under your private label*

U. S. AIR CONDITIONING BLOCS outsell all other blocs because they are moulded, hard and uniformly perfumed. Sizes and shapes (as illustrated) to fit any containers. Odors to meet current needs. Packed for you under your private label.

Handsome perforated metal containers in White Enamel, Porcelain, Oxidized or Nickel-plate with Jobber's Nameplate.

Also NEUTRODOR URINAL BLOCETTES and AEROZONE CRYSTALS packed in beautiful lithographed tins with your imprint.

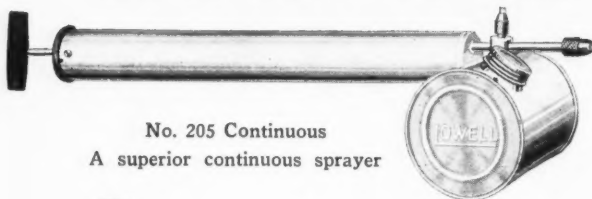
*Large output makes it possible to quote extremely low prices. New catalog on request.*

**U. S. SANITARY SPECIALTIES CORPORATION**  
435-41 SO. WESTERN AVENUE CHICAGO, ILL.

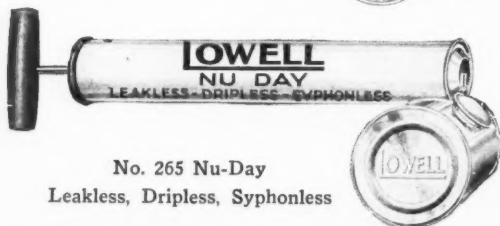


Makers of  
Liquid Soap Equip-  
ment  
Liquid Toilet  
Soaps  
Insecticides  
Disinfectants, etc

**THREE OUTSTANDING PATTERNS  
FOR THE INSECTICIDE, DISINFECTANT  
AND EXTERMINATING TRADE**



No. 205 Continuous  
A superior continuous sprayer



No. 265 Nu-Day  
Leakless, Dripless, Syphonless



No. 80 Baby Fountain  
Without an equal for ex-  
terminating purposes

**LOWELL SPRAYER CO.**  
**LOWELL, MICH.**

**U. S. A.**

Say you saw it in SOAP!

**273,468.** Insecticides. Sidney Cohen, New York. Filed March 17, 1930. Serial No. 297,410. Published May 13, 1930. Class 6.

**273,495.** Cleanser. Nightingale Products, Brooklyn. Filed March 6, 1930. Serial No. 296,926. Published May 20, 1930. Class 4.

**273,505.** Soaps and Shampoos. Societe Cadum S. A., Courbevoie, France. Filed February 12, 1930. Serial No. 295,959. Published May 20, 1930. Class 4.

**273,537.** Insecticides. Lone Star Exterminating Co., New York. Filed December 18, 1929. Serial No. 293,841. Published May 20, 1930. Class 6.

**273,562.** Shaving Cream. William A. Webster Co., Memphis. Filed March 31, 1930. Serial No. 298,219. Published May 20, 1930. Class 4.

**273,563.** Cloth-Cleaning Compound. Kle Klo Products Co., Blackwell, Okla. Filed March 31, 1930. Serial No. 298,188. Published May 20, 1930. Class 4.

**273,584.** Germicides and Insecticides. Carbide & Carbon Chemicals Corp., New York. Filed March 29, 1930. Serial No. 298,077. Published May 13, 1930. Class 6.

**273,605.** Shampoo Compound. Superior Laboratories, Cleveland. Filed August 10, 1929. Serial No. 288,406. Published May 20, 1930. Class 6.

**273,619.** Automobile Polish. Clean-Bright Products Co., New York. Filed December 1, 1927. Serial No. 258,252. Published May 13, 1930. Class 16.

**273,620.** Automobile and Furniture Polish. Renu Mfg. Co., Woodside, N. Y. Filed April 4, 1927. Serial No. 246,935. Published July 5, 1927. Class 16.

**273,879.** Soap. Euripides H. Constantine, New York. Filed March 19, 1930. Serial No. 297,520. Published June 3, 1930. Class 4.

**273,880.** Hand Soap. Blue Diamond Soap Co., Cleveland. Filed March 15, 1930. Serial No. 297,392. Published June 3, 1930. Class 4.

**273,888.** Shoe Metal and Glass Polishes. First National Stores, Inc., Boston. Filed February 6, 1930. Serial No. 295,661. Published May 27, 1930. Class 4.

**273,895.** Shaving Cream. Lloyd W. Garrison, Hollywood. Filed April 14, 1930. Serial No. 298,806. Published June 3, 1930. Class 4.

**273,952.** Insecticides. Tar Products Corp., Providence, R. I. Filed January 20,

# VOGEL

## Insecticide Sprayer



A substantially constructed sprayer that will stand up under hard usage, priced at a remarkably low figure.

Hand and continuous sprayers, designed and manufactured to give the greatest value for the least outlay.

*Also Manufacturers of*

**Shaker Top Cans**  
for paradichlorbenzene crystals

Plain or Decorated

**Tin Cans**  
for Pastes, Soft Soaps,  
Dry and Liquid Insecticides.

**Holders for  
Deodorizing Blocks**

*Write us about your requirements and we will gladly submit samples and prices without any obligation on your part.*

## William Vogel & Bros.

*Incorporated*

"IN BUSINESS OVER 50 YEARS"

**37-47 SOUTH 9th STREET  
Brooklyn, N. Y.**

## Special odors for liquid soaps

### FRESIA L. S.

Flowery and refreshing, this unusual odor stands up particularly well in liquid soaps. It is completely soluble and is economical to use. May we submit a sample?

### LILAC L. S.

A new composition designed especially for use in liquid soaps. It is completely soluble and is reasonably priced. Would you like to try a sample in your own product?

*Also Special Odors for*

Cake Soaps — Sprays — Disinfectants — Para Products

## POLAK'S FRUTAL WORKS, INC.

350 WEST 31ST STREET

NEW YORK CITY

*Chicago Office—16 South Peoria St.*

## Attention exterminators!

a new fumigant for you to use —

# ARNOFUME

**Y**OU can now fumigate a room infested by flies, mosquitoes, bedbugs and certain other domestic insects in approximately two hours while tenants remain on the premises. No gas masks — no inconvenience — just set ARNOFUME off and seal the door. ARNOFUME is a liquid already prepared for use—nothing else to mix. Three ounces to every 1000 cubic feet is sufficient. ARNOFUME works faster, is safer, and does not injure clothing, and **COSTS LESS!**

*We do not furnish literature or samples. Instructions accompany each order. Prices, F.O.B. Newark, trial pound, \$2.00; 10 pounds, \$1.50 per pound; 25 pounds, \$1.40 per pound. Checks with order.*

**ARNOLINE EXTERMINATING COMPANY**  
**79 AVON AVENUE** **NEWARK, N. J.**

Say you saw it in SOAP!

1930. Serial No. 295,000. Published May 27, 1930. Class 6.

273,972. Soap and Shaving Cream. Daggett & Ramsdell, New York. Filed November 25, 1929. Serial No. 292,856. Published May 27, 1930. Class 4.

274,005. Toilet Preparations. Daggett & Ramsdell, New York. Filed November 25, 1929. Serial No. 292,849. Published May 27, 1930. Class 6.

274,006. Soap and Shaving Cream. Daggett & Ramsdell, New York. Filed November 25, 1929. Serial No. 292,848. Published May 27, 1930. Class 4.

274,007. Soap and Shaving Cream. Daggett & Ramsdell, New York. Filed November 25, 1929. Serial No. 292,847. Published May 27, 1930. Class 4.

274,066. Rat and Mouse Poison. J. L. Hopkins & Co., New York. Filed March 5, 1930. Serial No. 296,867. Published May 27, 1930. Class 6.

274,073. Dentifrice. Ogene Co., Abilene, Tex. Filed April 10, 1930. Serial No. 298,623. Published May 27, 1930. Class 6.

274,074. Insecticides. Henry & Henry, Inc., New York. Filed April 10, 1930. Serial No. 298,631. Published May 27, 1930. Class 6.

274,083. Poisoned Seed for Killing Mice. Bonide Chemical Co., Utica, N. Y. Filed April 14, 1930. Serial No. 298,783. Published May 27, 1930. Class 6.

274,188. Tooth Paste. John A. Maker, Duluth, Minn. Filed April 21, 1930. Serial No. 299,206. Published June 3, 1930. Class 6.

274,190. Bath Salts. Fred W. Scarff Co., Chicago. Filed April 17, 1930. Serial No. 299,019. Published June 3, 1930. Class 6.

274,205. Shampoo. Bab's Mfg. Co., Wilmington, Mass. Filed March 21, 1930. Serial No. 297,665. Published June 3, 1930. Class 6.

274,222. Cleaning Powder. Milwaukee Lubricants Co., Milwaukee. Filed March 20, 1930. Serial No. 297,612. Published May 27, 1930. Class 4.

274,224. Polishing and Cleaning Compound. Autoil Soapolish Co., Not Inc., Chicago. Filed March 27, 1930. Serial No. 297,956. Published June 3, 1930. Class 16.

274,225. Furniture and Auto Polish. John S. Hibbard, Chicago. Filed March 31, 1930. Serial No. 298,179. Published June 10, 1930. Class 16.

# LETHANE

(Pat. App. For)

## Synthetic Insecticidal Bases

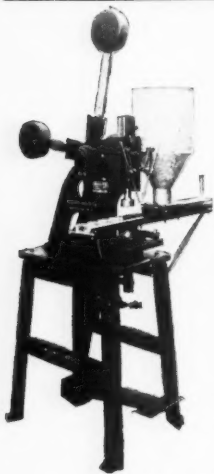
Under the name LETHANE we offer a series of new, organic compounds of proven insecticidal value. The LETHANE products possess definite advantages in quality, uniformity and economy which mark the beginning of a new era in the scientific manufacturing of contact and fumigatory insecticides.

Office  
222 W. Washington Sq.  
Philadelphia, Pa.

**Röhm & Haas Co., Inc.**

Works  
Bristol, Pa., and  
Bridensburg, Pa.

# HOUCHIN



## Machine-Made DEODORIZING BLOCKS

*Sell Best!*

Blocks made with this press, by the new cold pressed method, sell better and cost much less to make. Save 5% of your raw material, cut labor, and make a smooth, even, deodorizing block that will please your customers much more than the old style, irregular blocks. Complete cost details and manufacturing suggestions on request.

*Let us make some sample cakes with your own material.*

**HOUCHIN MACHINERY COMPANY**  
Hawthorne, New Jersey

## SOAP MACHINERY

### SHAMPOO BASE SHAMPOO POWDER

in BULK  
and  
under Private Brand

The base dissolves easily in soft water alone into a water clear liquid with no disagreeable odor. The finished shampoo cannot be surpassed in quality by any now on the market. Shipped in barrels of 450 and 270 pounds, kegs of 100 lb. or in pails of 50 pounds. The powder is manufactured from the purest and best ingredients. Ready for you either in bulk or packaged under your own brand.

*Makers also of shaving soap, cream and milk medicated soaps and toilet soaps.*

**GEO. A. SCHMIDT & CO.**

236 West North Ave., Chicago

Lemon—Orange—Bergamot Oils  
Spinelli Brand

*Manufactured by*

**CITRUS OILS CO.**  
Messina, Italy

**FINEST ITALIAN TALC**

*Produced by*

**ENRICO TRON & CO.**  
Leghorn, Italy

Olive Oil — Olive Foots  
Cresylic Acid

**LEGHORN TRADING CO., Inc.**  
59 PEARL STREET, NEW YORK

Boston Philadelphia  
Italy Levant Spain

Vegetable Oils  
Tallowes Greases

**The Davidson  
Commission  
Co.**

Established 1904

Fatty Acids Soap Stock  
Animal Oils

**BROKERS**

175 West Jackson Blvd.  
Chicago, Ill.

Phone  
Wabash 2604

Codes  
Yopp-Cross-Robinson

*Write for samples and prices*

Say you saw it in SOAP!

274,385. Disinfectants, Germicides, and Sterilizers. Seacoast Laboratories, Inc., New York. Filed April 26, 1930. Serial No. 299,521. Published June 10, 1930. Class 6.

## New Books

**The Condensed Chemical Dictionary**, compiled and edited by the Editorial Staff of the Chemical Engineering Catalog. Second Edition. Thomas C. Gregory, Editor; Isabelle M. Welch, Assistant Editor. Published by the Chemical Catalog Company. 551 pages, \$10.00. An old friend in a new dress, the second edition of the well-known Condensed Chemical Dictionary shows many improvements over the former edition, both in material and make-up. The extension of encyclopaedic data on many of the items listed in the dictionary increases the usefulness of the volume immeasurably. The quality of paper and type are much improved, and the addition of a thumb-index will assist users to quickly locate any data sought.

**A Chemical Dictionary**, by Ingo W. D. Hackh, *Professor of Chemistry, College of Physicians and Surgeons, San Francisco*. P. Blakiston's Sons & Co., 790 pages, \$10.00. This first edition of Professor Hackh's Chemical Dictionary appears to be a well-prepared comprehensive volume, giving quickly the salient facts concerning the chemical elements and compounds, as well as the major materials occurring in nature or prepared synthetically. Chemical theories are tersely explained, and a particularly interesting feature is the inclusion of biographical material concerning prominent living chemists as well as those of the past. The book is well illustrated, with portraits, cuts of apparatus, and charts. The presentation of graphic formulae of many organic products is an especially valuable feature.

A dark brownish green fatty oil has been obtained from coriander seed oil after the distillation of the essential oil. This fixed oil showed a saponification number of 192, iodine number 93.81, refractive index 1.4688 at 26 degrees. After two months the oil showed only a slight change in acidity and oxygen absorption. *Maslob, Zhiron, Delo*, 1929, No. 8, 25-6.

# HUDSON SPRAYERS

Through finer engineering, Hudson Sprayers give maximum efficiency to your product and build business for you. Finer manufacturing facilities and quantity production enable us to supply your needs at unusually low prices. Write today for detailed information.

## H. D. HUDSON MANUFACTURING CO.

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North Pier Terminal Bldg.

CHICAGO, ILLINOIS

New York City  
147 Chambers St.

Kansas City  
1222 W. Twelfth St.

Philadelphia  
Dela. & South Sts.

San Francisco  
7 Front St.

Minneapolis  
324 3rd Ave., N.



# QUALITY OLIVE OIL FOOTS !

Prime Green Color  
Minimum Moisture and Impurities  
Suitable for Many Uses of  
Commercial Olive Oil

*Spot and Future Deliveries*

**COLUMBUS TRADING CO.**

27 Cleveland Place, New York  
Phone Canal 6063

## Bowker's TRI-SODIUM PHOSPHATE . . . DI-SODIUM PHOSPHATE . . .

Colorless crystals . . . uni-  
form size . . . sparkling  
appearance. Deliveries made  
from convenient distributing  
points. Packed in paper  
lined barrels of 325 pounds  
each and paper lined kegs of  
100, 150 and 200 pounds each

## Bowker Chemical Company

419 Fourth Ave., New York City

*Phosphates Factory at Carteret, N. J.*

## A 35 Year Old Insecticide Line with Money-Back GUARANTEE

For 35 years, Edgar A. Murray Insecti-  
cides have met the needs of the janitor sup-  
ply trade satisfactorily. Those who sell  
them have found them absolutely reliable  
and uniform in quality at all times.

So sure are we that you, too, will be  
pleased with them that we offer them to  
you with an iron-clad money-back guarantee  
—"No Riddance, No Pay."

If you are not handling a line of guaran-  
teed insecticides, get the Edgar A. Murray  
proposition. Mail the coupon TODAY for  
complete information, prices and discounts.

**EDGAR A. MURRAY CO.**  
2729 GUOIN STREET DETROIT, MICH.

*A Complete Line of Six Guaranteed Insecticides*

Fly, Ant,  
Rat, Bug,  
Mosquito,  
Moth



MAIL THIS COUPON TODAY

EDGAR A. MURRAY CO.

2729 Guoin Street, Detroit, Mich.

Gentlemen:—Please send us further information regarding  
your insecticide line, prices, discounts, etc.

FIRM NAME .....

ADDRESS .....

CITY .....

STATE .....

## WELCH, HOLME & CLARK CO., Inc.

Established 1838

563 Greenwich Street, New York City

### CHEMICALS

CAUSTIC SODA	BATH POWDER SODA
SODA ASH	CAUSTIC POTASH
SAL SODA	CARBONATE POTASH
TALLOW	GREASE
FATTY ACIDS	

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OLIVE OIL	SESAME OIL
OLIVE OIL FOOTS	PALM OIL
COTTONSEED OIL	PALM KERNEL OIL
SOYA BEAN OIL	COCOANUT OIL
RAPESEED OIL	CORN OIL

Use NEW-O-SAPINE to overcome your soap troubles.

Say you saw it in SOAP!

## CLASSIFIED ADVERTISING

**Classified Advertising**—All classified advertisements will be charged for at the rate of ten cents per word, \$2.00 minimum, except those of individuals seeking employment where the rate is five cents per word, \$1.00 minimum. Address all replies to Classified Advertisements with Box Number, care of *Soap*, 136 Liberty St., New York.

**Sales Representatives**—Two executives, early thirties, Christians, desiring obtaining connections Eastern territory with view to establishing exclusive agency. Remarkable ten-year sales records. Only merited products considered. Further information on request. Address Box 551, care *Soap*.

**Soap Formulas**—I am offering the soap formulas of the late J. A. Kyle, who for over 35 years was connected with some of the largest manufacturers of soaps, etc., in this country. Inquiries for specific data of formula will receive immediate attention; as there are over 1400 pages of material, same will require time to enumerate. All inquiries must be addressed to Wm. E. Wilkinson, 174 Vreeland Ave., Rutherford, N. J.

**Sales Representative** — Well known manufacturer desires to make selling arrangement with man who knows the bulk liquid soap, cleanser, polish, para, disinfectant, etc., line. Territory to cover New York and surrounding territory, also other part of Eastern seaboard. Man must be experienced in this line and know large consumers and dealers. Address Box 550, care *Soap*.

**Private Brands Wanted**—Eastern distributors desire to communicate with manufacturers of milled coco and castile soaps. Address promptly Box 554, care *Soap*.

**Superintendent**—Man with fifteen years' experience with two of the larger soap manufacturers and a good record, wishes to make new connection in the soap industry. Has been in allied line for past year. Address Box 511, care *Soap*.

**Soap Maker** or superintendent, conscientious and dependable with well founded thorough experience in manufacturing all

## INVENTORY SALE

### Complete Plant Soap Equipment

#### SPECIALS

- 1—Proctor & Schwartz late model Soap Chip Dryer with 5 roll chilling unit, capacity 850 to 1000 lbs. per hour.
- 1—Soap Chip Dryer, with Chilling Rolls, 1500 lbs. capacity.
- Liquidation Complete Soap Plant. Equipment consists of Dryer, Various Tanks, Kettles, Crutchers, Frames, Slabber, Cutting Table, Automatic and Foot Presses, Wrapping Machines, Pumps, etc. Location Eastern Seaboard.
- 3—Dopp & Doll Vert., 1000 & 1500 lbs. Crutchers.
- 5—Foot Presses for Soaps & Deodorizing Blocks.
- 2—Jones & Ralston Automatic Presses.
- 8—Dopp Kettles, Open & Closed.
- 1—Ernest Scott Glycerine single effect Evaporator, complete with vacuum pumps.
- 8—Cast Iron, 12, 18, 24, 30 & 36 inches square, Shriver and Sperry Filter Presses.
- 50—600 & 1200 lbs. capacity Frames.
- 2—3 Roll Huber & HA Stone Mills.
- 1—4 Roll Rutchman Stone Mill.
- 4—Nos. 1, 2, and 3 Meade Mills.
- 1—Powder Crusher.
- 2—6" Single and Twin Screw Plodders.
- 2—Broughton Mixers.
- 6—J. H. Day Sifters & Mixers, sizes 0, A, B, C, D, E & G, 50 to 2000 lbs. capacity.
- 4—Gas and Coal Boilers.
- 1—American Soap Wrapping Machine for 6, 8 and 10 oz. cakes, COMPLETE.
- 10—Duplex & Simplex Steam; Triplex and Rotary pulley driven Pumps.
- 2—Slabbers, 600 and 1200 lbs. Hand and Power Driven.
- 10—Rotary Soap Pumps—1 to 4 inch.

BLOWERS · EXHAUST FANS · ENGINES ·  
STEEL AND WOOD TANKS · PUMPS ·  
STORAGE TANKS · MOTORS · CONVEYORS ·  
ELEVATORS · COPPER, ALUMINUM AND  
IRON KETTLES · ETC.

*Send for Complete List!*

*We buy and sell from single items to  
complete plants*

## STEIN-BRILL CORP.

25 CHURCH STREET

PHONE! New York City WRITE!  
Phones—Barclay 4850-1-2

Say you saw it in SOAP!

**for immediate sale—**  
**100,000 NEW, OBLONG, HALF PINT CANS**

Samples furnished on request.

Price one - half original cost.

*For further information address Box 548. SOAP*  
**136 Liberty Street, New York**



# RATIN

*a profitable  
side line!*

You are always looking for ways to increase your profits. Why not act as RATIN representative in your locality? This proved rat and mice exterminator may be handled along with your regular line of sanitary products at a nice profit.

*May we submit complete details?*

**The Ratin Laboratory, Inc.**  
**116 Broad Street, New York City**

## K R A N I C H

### LIQUID SOAP BASE

Send for pamphlet describing making excellent liquid soaps from our base soaps.

### LIQUID SOAPS

**PINE SCRUBBING SOAP**  
**20% Anhydrous**

*Let us send you samples and our complete price list.*

**KRANICH SOAP CO.**  
**54 RICHARDS ST., BROOKLYN, N. Y.**

## FLOOR WAX

**LIQUID PASTE POWDER**

**UNDER YOUR OWN LABEL**

*We print the label*

*Send for Samples and Quotations*

### WINDSOR WAX COMPANY

**50 Church Street**

**Cortlandt 7670**

**Factory: 611-617 Newark St., Hoboken, N. J.**

**New York, N. Y.**

Say you saw it in SOAP!

grades and kinds of laundry, toilet, industrial, potash soft, liquid soaps and soap products, shampoos, disinfectants, sprays, etc. Desires steady position. Address Box No. 541, care *Soap*.

**Superintendent**—Man with twenty years experience and a good record with several leading American soap manufacturers, desires to make new connection as superintendent or assistant. American, thoroughly versed in all phases of modern soap production. Address Box 525, care *Soap*.

**Practical Soap Maker** wants position making all grades of rosin laundry soap, cold made and half boiled, all grades of potash and liquid soaps and shampoos, also flaked, shredded and powdered soap. Can also make floating soaps, toilet soap base, milled soaps and old style soaps. Glycerine extraction from spent lyes. Address Box 542, care *Soap*.

**Chemist**—Man at present engaged as chief chemist with soap manufacturer desires to make change with progressive concern. Graduate chemical engineer with wide experience in soap manufacture. Address Box 536, care *Soap*.

**Machinery installed** and personal instruction given for all soap products. Efficient and economic methods taught. Formulas for new products and old ones improved. Address Expert, Box 543, care *Soap*.

**Succeed** with your own products. Make them yourself. Formulas, processes, trade secrets. Expert analytical advice. Catalog, circulars free. H. Thaxly Co., Washington, D. C.

**Will Buy**—Oily or greasy waste materials such as Fuller's Earth, rejected seeds or beans, oil cake, etc., preferably containing coconut, palm kernel oil, animal fat or tallow. Address Box 546, care *Soap*.

**Sales Representative**—Man with many years' experience in the sale of oils, fats, greases, both edible and inedible, desires new connection preferably with American producer or refiner. Address Box 545, care *Soap*.

# USED MACHINERY

## COMPLETELY GUARANTEED

### REBUILT

#### PARTIAL LISTINGS

- 1—Proctor and Schwartz Soap Chip Dryer, with 5-roll mill.
- 1—H. A. Soap Cutter, motor driven.
- 6—Vertical Crutchers, 3600, 3000, 1500, 1200 lb. capacity, Dopp, Houchin-Aiken.
- 1—H. A. 5-roll Steel Soap Mill, 14" x 36".
- 2—H. A. Granite 3-roll Mills, 12" x 24".
- 1—H. A. Jumbo Plodder, 8", with motor.
- 1—Rutchman twin screw Plodder, 6".
- 2—Jones A Automatic Soap Presses.
- 1—Ralston Automatic Soap Press.
- 1—Hercules Foot Press.
- 20—Filter Presses, 12" x 12" to 36" x 36".
- 5—Soap Chippers, 18", 22", 24", and 30".
- 2—Blanchard 10-A and 14-A Mills.
- 1—Huber hand operated Slabber, 1200 lb.
- 200—Soap Frames, 1500 lb., 1200 lb.
- 3—World and Ermold Labelers, motor.

#### DOPP KETTLES !!

42 JACKETED AGITATED 50, 80, 150, 200 gallons, with ribbon, bridge and double motion agitators. Send for complete list.

MISCELLANEOUS — Jacketed Kettles, Tanks, Mixers, Fillers, Pumps, etc.

Send for latest Soap List

# CONSOLIDATED

## PRODUCTS COMPANY, Inc.

15-21 Park Row, N. Y. C. Barclay 0600

VISIT OUR SHOPS AND YARDS AT 335 DOREMUS AVE., NEWARK, N. J.

Say you saw it in SOAP!

# CRESYLIC ACID

All Grades

Cresol  
U.S.P.**CREOSOTE OILS**Phenol  
U.S.P.

Specially prepared for disinfectant manufacturers.

**COAL TAR PRODUCTS**

WM. E. JORDAN & BROTHER, 2590 Atlantic Ave., Bklyn., N. Y.  
Brooklyn Trust Co. Bldg. Telephone Glenmore 7318-7319

## A NEW AND BETTER CLOSURE !

**"FILMASEAL"**

(Trade Mark Reg.)

Filmaseal deposits a transparent film across the top of the container to which it tightly adheres. This film must be torn off or ruptured to reach contents.

Our standard continuous thread screw caps are made to include the Filmaseal and makes a double seal for your protection.

The application of Filmaseals is automatic and intended for large scale production.

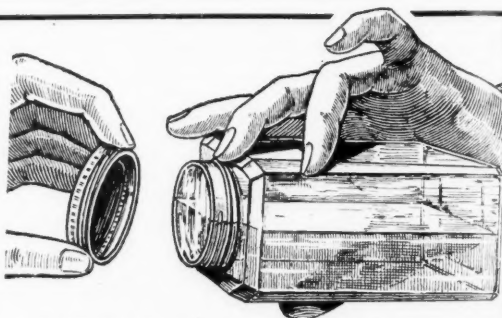
If your product is affected by air—if it is subject to leakage—evaporation—or deterioration—send us a sample to Filmaseal for your consideration.

**FERDINAND GUTMANN & CO.**

Bottle Closure Specialists since 1890

**Bush Terminal No. 19 Brooklyn, N. Y.**

Patents pending covering FILMASEAL and every phase of its application and use.



THIS BOTTLE IS DOUBLE SEALED FOR YOUR PROTECTION.

do you make *bulk* or *private brand* soaps, disinfectants, cleansers, household insecticides, polishes, etc.?

if so, you will want to be properly listed in the next edition of the **SOAP BLUE BOOK**. Send for a questionnaire —no charge!

## MAC NAIR-DORLAND Co.

*Publishers*

136 LIBERTY STREET, NEW YORK

Say you saw it in SOAP!

**Soap Maker**—With years of experience in making all kinds of toilet and laundry soaps; also oil soaps. Desires position. Address Box No. 539, care *Soap*.

**Soap Maker**—Man with many years' experience in the soap industry as soap industry and production manager, desires position. Experienced in the manufacture of every kind of soap by the cold, semi-boiled and boiled process. Experienced in laying out plants and producing new lines. Have technical education. Full details in interview. Address Box No. 538, care *Soap*.

**Chemical Analysis**, research, formulae, technical information, cleaners, polishes, disinfectants, insecticides, toilet preparations, paints and lacquers. Robert R. Henderson, Laboratory, Madison, Maine.

**Soap Maker** and Chemist with many years' experience, making all kinds of laundry and toilet soaps, seeking change. Good references. Can take complete charge of manufacturing. Address Box 553, care *Soap*.

**Young man**, executive, with eleven years' experience in soap, glycerine, oil and lard cost finding, desires position. Address Box No. 554, care *Soap*.

National Association of Purchasing Agents, 11 Park Place, New York, is anxious to get in touch with the makers of Dopal-Anti-Fly.

The regular semi-annual dividend of 4 per cent on its preferred stock has been declared by McCormick and Company, Inc., Baltimore. It was reported that orders for future shipment, at this time, are nearly 60 per cent more than 1929.

"Probak" Shaving Cream, said to be materially different in formula and style of packaging from any shaving cream offered in the market thus far, will be ready for general distribution within a few weeks, it was announced by Samuel S. Dworkin of New York, president of the Pro-Products Company, which is manufacturing the preparation.

A low cost

## DISINFECTANT

and coal tar dip

A pure undiluted creosote oil disinfectant free from mineral oil and other adulterants, for those who are limited in the price they can pay. Write us for a sample of Disinfectant No. 2.

For 33 years, Chemical Supply Co. has specialized in supplying the jobbing and wholesale trades only with standard sanitary products. Send for a copy of booklet, "Chemical Specialties," giving full details about our products and our service for the jobber.

**CHEMICAL SUPPLY CO.**

Established 1898

A 100% active

## LIQUID INSECTICIDE

Light lemon color, absolutely stainless, safe and non-explosive, and sure death to household insects.

Ask us for a sample to test yourself.

2450 Canal Road, Cleveland, Ohio

# PYRETHRUM

Member



If your problem concerns Pyrethrum in any form our analytical and research laboratories are at your service.



Also CONCENTRATED OIL EXTRACT of PYRETHRUM

Leaders in Pyrethrum products for almost half a century

**MCCORMICK & CO., INC.**

**BALTIMORE, MD.**

Say you saw it in SOAP!



*Where to buy*

## **RAW MATERIALS and EQUIPMENT**

*for Soap and Disinfectant Manufacture*

NOTE: This is a classified list of the companies which advertise regularly in *Soap*. It will aid you in locating advertisements of raw materials, bulk and private brand products, equipment, etc., in which you are particularly interested. Refer to the Index to Advertisements, on the following pages, for page numbers. "Say you saw it in *SOAP*."

### **ADHESIVES**

Grasselli Chemical Co.  
Mechling Bros. Chemical Co.  
National Adhesives Corp.  
Philadelphia Quartz Co.  
Standard Silicate Co.

### **ALKALIES**

Diamond Alkali Co.  
Dow Chemical Co.  
Hooker Electrochemical Co.  
Mathieson Alkali Works  
Michigan Alkali Co.  
Niagara Alkali Co.  
Solvay Sales Corp.  
Stauffer Chemical Co.  
Warner Chemical Co.  
Welch, Holme & Clark Co.  
Isaac Winkler & Bro. Co.

### **BAGS**

Bemis Bros. Bag Co.

### **BULK AND PRIVATE BRAND PRODUCTS**

Arnolene Exterminating Co.  
Baird & McGuire, Inc.  
Brooks Oil Co.  
Chemical Supply Co.  
Clifton Chemical Co.  
Davies-Young Soap Co.  
Eagle Soap Corp.  
Harley Soap Co.  
Koppers Products Co.  
Kranich Soap Co.  
Mortex Products Co.  
Edgar A. Murray Co.  
Palmer Co.  
John Powell & Co.  
Ratin Laboratory  
Geo. A. Schmidt & Co.  
Stevens Soap Corp.  
Tar Products Corp.  
U. S. Sanitary Specialties Corp.  
White Tar Co.  
Windsor Wax Co.  
Allen B. Wrisley Co.

### **CANS**

American Can Co.  
Continental Can Co.  
Metal Package Corp.  
William Vogel & Bro.

### **CHEMICALS**

American Cyanamid Co.  
Diamond Alkali Co.  
Dow Chemical Co.  
Grasselli Chemical Co.  
Hooker Electrochemical Co.  
Mathieson Alkali Works  
Mechling Bros. Chemical Co.  
Merck & Co.  
Michigan Alkali Co.

Monsanto Chemical Works  
Newport Chemical Works  
Niagara Alkali Co.  
Parsons & Petit  
Philadelphia Quartz Co.  
Solvay Sales Corp.  
Standard Silicate Co.  
Stauffer Chemical Co.  
Victor Chemical Works  
Warner Chemical Co.  
Welch, Holme & Clark Co.  
Isaac Winkler & Bro. Co.

### **COAL TAR RAW MATERIALS**

(Cresylic Acid, Tar Acid Oil, etc.)  
American Cyanamid Co.  
Baird & McGuire, Inc.  
Barrett Co.  
Dominion Tar & Chem. Co.  
Wm. E. Jordan & Bro.  
Koppers Products Co.  
Monsanto Chemical Works  
Tar Products Corp.  
White Tar Co.

### **DECOLORIZING PRODUCTS**

Allied Active Carbon Co.  
Buffalo Electro Chemical Co.  
Darco Sales Corp.  
Industrial Chemical Co.

### **DEODORIZING BLOCK HOLDERS**

Eagle Soap Corp.  
Palmer Co.  
U. S. Sanitary Specialties Corp.  
William Vogel & Bro.

### **EQUIPMENT, MISCELLANEOUS**

Alsop Engineering Co. (storage tanks)  
Anthony J. Fries (Soap Dies)

### **MACHINERY, LIQUID HANDLING**

Alsop Engineering Co.  
Mixing Equipment Co.  
Vol-U-Meter Co.

### **MACHINERY, PACKAGING**

Package Machinery Co.

### **MACHINERY, PROCESS**

Chemical Equipment Co.  
William Garrigue & Co.  
Houchin-Aiken Co.  
J. M. Lehmann Co., Inc.  
Marco Machine Co.  
Patterson Foundry & Machine Co.  
Proctor & Schwarz, Inc.  
Robinson, Butler Hemingway & Co.  
C. G. Sargent's Sons Corp.  
Sowers Mfg. Co.  
Wurster & Sanger, Inc.

(Continued on Page 138)

# Consulting Chemists and Engineers

*Specializing in Soaps, Disinfectants, Insecticides, Polishes, etc.*

## FOSTER D. SNELL, A.M.Ph.D.

130 CLINTON ST., BROOKLYN, N. Y.

### Consulting Chemist

RESEARCH      CONSULTATION  
ANALYSIS      OPERATION  
SOAP, POLISH AND SPECIALTIES

## Samuel P. Sadtler & Son, Inc.

*Consulting Chemists and Analysts*

210 S. 13th St.

Philadelphia

*Specializing in*

**OILS—SOAPS—POLISHES—ETC.**

*Analyses - Practical Formula Development*

INSECTICIDES  
DISINFECTANTS  
RELATED PRODUCTS

LABELS

ADVERTISING  
FORMULAE  
PROCESS

## L. N. MARKWOOD

*Formerly with U. S. Dept. of Agriculture*

### Chemical Consultant

1001 15th St., Washington, D. C.

Charles H. LaWall

Jos. W. E. Harrison

## LaWall & Harrison

### Chemists

*Analytical—Consulting—Research.*

*Phenol Coefficients.*

636 Race St.

Philadelphia

## BUREAU OF CHEMISTRY

of the

### New York Produce Exchange

H. P. TREVITHICK, Chief Chemist

*Soaps, Vegetable Oils, Glycerine, Shellac*

Rooms F-12-16      2 Broadway  
Produce Exchange Bldg.      New York, N. Y.

*Member Association of Cons. Chemists and  
Chemical Engineers*

## ALAN PORTER LEE

### Engineer

SOAPMAKERS' PROCESSES  
OIL EXTRACTION—REFINING  
VACUUM BLEACHING—HYDROGENATION  
FATTY ACID AND GLYCERINE TECHNIC

*Design, Construction, Operation  
Reports, Appraisals.*

136 Liberty St., New York, U. S. A.

*Specialist in*

## OILS, FATS, WAXES

BY THE FOLLOWING METHOD

## CHARLES V. BACON

### Chemical Engineer

3 Park Row

New York

## Skinner & Sherman, Inc.

246 Stuart Street, Boston, Mass.

### Bacteriologists and Chemists

*Disinfectants tested for germicidal value or phenol  
coefficient by any of the recognized methods.*

*Research—Analyses—Tests*

## Formulas Manufacturing Processes Analytical Service

*Catalogue on request*

H. THAXLY CO., Washington, D.C.

## CONSULTING CHEMISTS AND ENGINEERS

offering their services to manufacturers of  
soaps, disinfectants, household insecticides,  
polishes, cleansers, etc., should keep them-  
selves before the entire industry regularly  
through the use of space in this department  
of SOAP.

Say you saw it in SOAP!

# RAW MATERIAL and EQUIPMENT GUIDE

(Continued from Page 136)

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## MACHINERY, USED

Consolidated Products Co.  
Newman Tallow & Soap Machinery Co.  
Stein-Brill Co.

## METAL CAPS

Anchor Cap & Closure Corp.  
Ferdinand Gutman & Co.  
Williams Sealing Corp.

## OILS AND FATS

Acme Oil Corp.  
Brown-Edwards Co.  
Davidson Commission Co.  
Emery Industries, Inc.  
Spencer Kellogg & Sons  
Leghorn Trading Co.  
Newman Tallow & Soap Machinery Co.  
Parsons & Petit  
Welch, Holme Clark Co.

## PARADICHLORBENZENE

Dow Chemical Co.  
Hooker Electrochemical Co.  
Monsanto Chemical Works  
Niagara Alkali Co.  
Solvay Sales Corp.

## PERFUMING MATERIALS

Antoine Chiris Co.  
Dodge & Olcott Co.  
Dow Chemical Co. (Methyl Sal., Coumarin,  
Methyl Anthranilate only)  
P. R. Dreyer, Inc.  
Evergreen Chemical Co.  
Felton Chemical Corp.  
Benj. French, Inc.  
Fritzsche Brothers, Inc.  
Givaudan-Delawanna, Inc.  
Heine & Co.  
E. M. Laning Co.  
Merck & Co. (Methyl Salicylate only)  
Monsanto Chemical Works (Methyl Sal.,  
Coumarin, Vanillin only)  
Neumann, Buslee & Wolfe  
Newport Chemical Works  
Parsons & Petit (Oils Orange, Bergamot,  
Lemon only)  
Polaks Frutal Works  
Schering Corp. (Terpineol only)  
George Silver Import Co.  
Solvay Sales Corp. (Benzaldehyde only)  
A. M. Todd Co.  
Ungerer & Co.  
Van Ameringen-Haebler, Inc.  
Vanillin-Fabrik  
Albert Verley, Inc.  
Paolo Vilardi (Oils Lemon, Bergamot,  
Orange only)  
Wangler-Budd Co.

## PYRETHRUM PRODUCTS

(Insect Flowers, Powder and Pyr. Ext.)  
Cino Chemical Co.  
King & Howe, Inc.  
McCormick & Co.  
McLaughlin, Gormley, King Co.  
S. B. Penick & Co.  
John Powell & Co.

## RAW MATERIALS, MISCELLANEOUS

General Dyestuffs Corp. (Waxes)  
General Naval Stores Co. (Pine Oil-Rosin)  
Hercules Powder Co. (Pine Oil and Rosin)  
Industrial Chemical Co. (Chalk)  
Merck & Co. (Lanolin and Chlorophyll)  
W. L. Montgomery & Co. (Wool Grease)  
National Adhesives Corp. (Adhesives)  
National Oil Products Co. (Emulsifier)  
Rohm & Haas Co. (Insecticide Base)  
Pylam Products Co. (Lathering Agent)

## SHIPPING CONTAINERS

(Corrugated and Fibre Boxes)  
Gibraltar Corrugated Box Co.

## SOAP COLORS

Fezandie & Sperrle  
Pylam Products Co.

## SOAP DISPENSERS

Clifton Chemical Co.  
Huntington Laboratories  
Palmer Co.  
U. S. Sanitary Specialties Co.

## SODIUM SILICATE

Grasselli Chemical Co.  
Mechling Bros. Chemical Co.  
Philadelphia Quartz Co.  
Standard Silicate Co.

## SPRAYERS

American Can Co.  
Breuer Electric Mfg. Co.  
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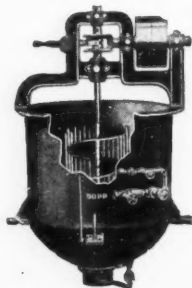
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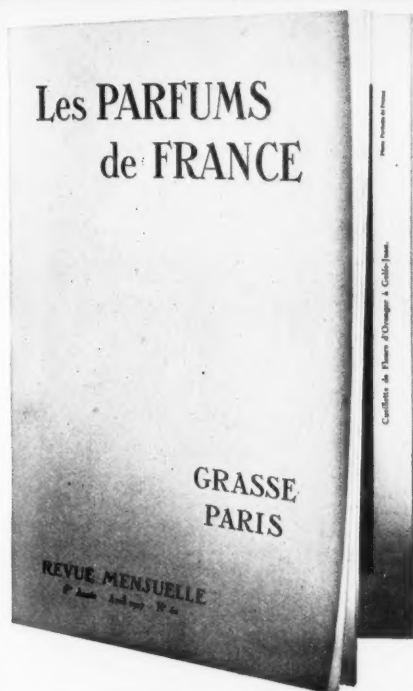
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